


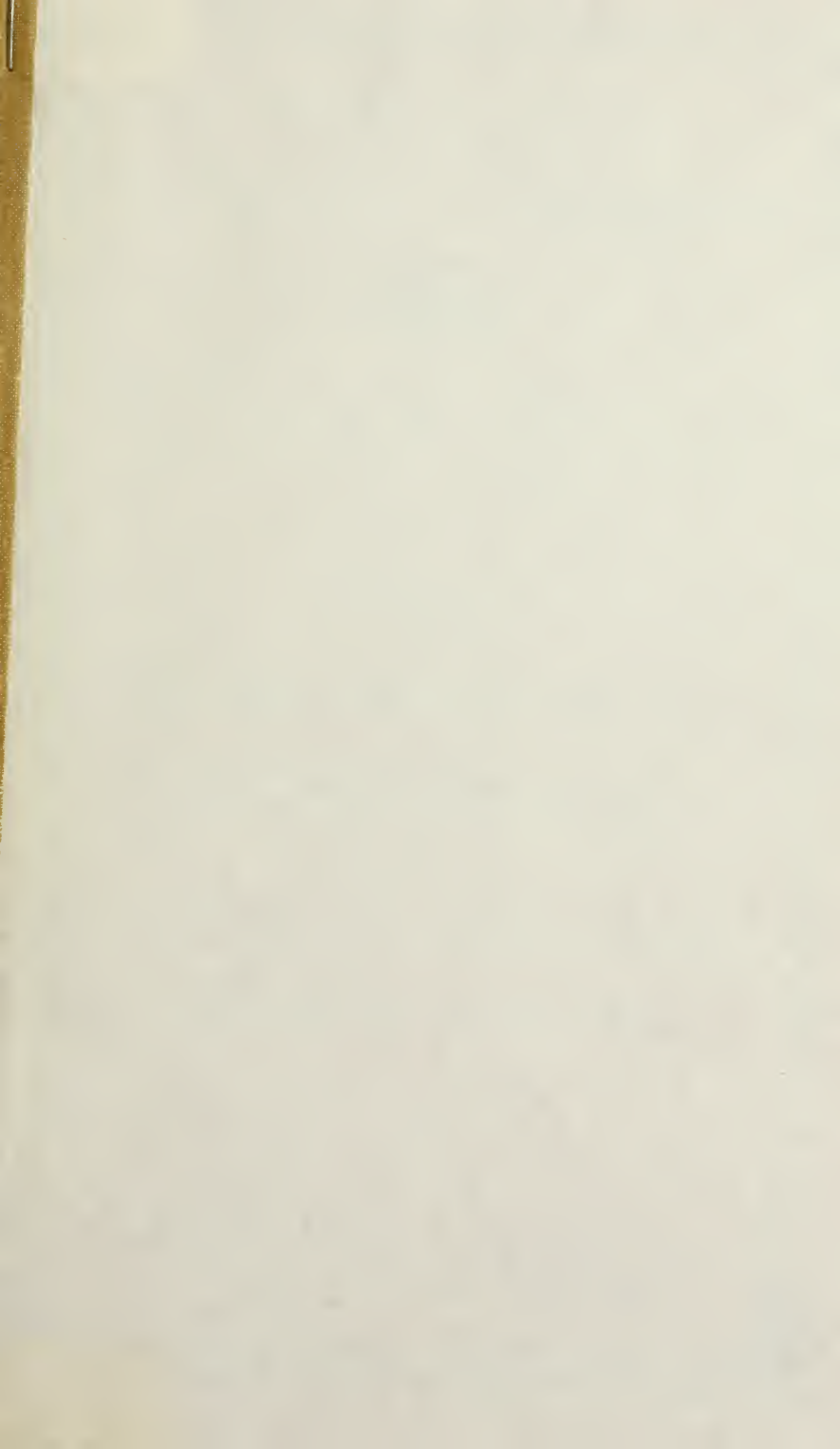


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VERBATIM REPORT

OF THE

FIRST

IRISH INDUSTRIAL

CONFERENCE,

HELD IN THE

COUNCIL CHAMBER, CORK,

November 21st & 22nd, 1905.



*Organised by, and held under the auspices of the
Cork Industrial Development Association.*

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FIRST

IRISH INDUSTRIAL CONFERENCE

Council Chamber, Cork,

NOVEMBER 21st and 22nd, 1905,

OPENED BY

THE RIGHT HON. ALD. JOSEPH BARRETT,

Lord Mayor of Cork.

PRESIDENT OF CONFERENCE :

BERTRAM C. A. WINDLE, Esq., M.D., M.A.,

D.Sc., F.S.A., F.R.S. ; President Queen's College Cork.

SECRETARY :

E. J. RIORDAN.

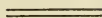
Conference organised by, and held under
the auspices of
The Cork Industrial Development Association.

CORK :

PRINTED AT THE EAGLE WORKS, SOUTH MALL, ON IRISH-MADE PAPER,
WITH IRISH-MADE INK.



INTRODUCTION.



I have been asked to write a few lines of introduction to the full report of the First Irish Industrial Conference and, of course, I do so with pleasure. At the same time I find it hard to find other points to bring under the notice of those who may read these pages than the arguments which I have urged in my opening address and the still more numerous and more powerfully urged arguments which will be found in the speeches of the delegates herein reported.

There is, however, one thing which can perhaps hardly be urged too often or too earnestly and that is the need for doing more than talking about our Irish Industries. In my introductory remarks I ventured to express the hope that "some useful things" might be done as the result of this Conference. I hope some "useful things" are in a way to be done. On this very day on which I am writing the Committee on Trade Marks is meeting, and not for the first time, and to-morrow, it is hoped, that a scheme will be adopted placing this important question in a position to be finally settled when the new Trades' Mark Act comes into operation in a month or two. If the Conference had no other result than the starting of a distinctive Irish Trade Mark it would not have been held in vain.

To-morrow also will be held the first meeting of the Transit Committee. The discussion on that subject, and the pamphlet prepared by Captain Shawe-Taylor abundantly prove that there is plenty of work for such a Committee. It was high time that there was such an organization, and we must all hope that it will be able to effect something in the way of improvement where improvement is so badly wanted.

Further than this there have been distinct indications that one result of the Conference will be the foundation of further Industrial Development Associations throughout the country. This, at any rate, will be a very practical result of the Conference, for every such Association is bound to produce some effect on its own immediate district and to act as an incentive for the

formation of further Associations in its own neighbourhood. If all these Associations "keep pegging away" at the subject no one can doubt what the result will be. But here, again, I may be allowed to say that little good will follow mere talk. An Industrial Association which meets weekly or monthly, and indulges in the most fervid appeals to the Irish householder and the most ardent flights of "sun-burstry" will produce little effect and, what is more, will deserve to produce little effect, if it is notorious that its members do not insist upon purchasing Irish goods or are slack in seeing that their houses are supplied where possible with the home article. What this movement, like every other movement, wants is a band of men and women—by all manner of means women—who will take the trouble to ask for goods of Irish manufacture and see that they get them. It ought not to be a hard task. It is a much harder task at present than it should be and this simply because of the extraordinary unwillingness shown by some retailers to stock Irish made goods. This will have to be made an end of, if in no other way, then by the formation of Irish stores in all good-sized towns, stores in which all Irish goods will be kept and no other goods. I myself believe that there is a little fortune waiting for the energetic and enterprising man who will make himself an Irish "Whiteley" for Irish goods only. As things are at present the housekeeper has to go for Irish goods to half a dozen shops, where, if she would have English or foreign, she need only go to one, for the ordinary articles of everyday household use and this because one shop doesn't stock this and another doesn't stock that, though in each instance they have other things—of course 'quite as good'—of the same class made in England or in Germany. I am certain that if there was one place in each town where it was known that anything wanted for ordinary domestic use—perhaps excluding suits of clothes—could be obtained of Irish make and without delay, that place would not have to wait long for customers. In any case what we want is constant steady pressure in favour of Irish-made goods on the part of the purchasing public. If we can get this pressure the retailer is bound to respond to it. One demand for Irish goods insisted on over the counter of the retail shop is more valuable than a long and flowery speech made at a meeting of the Development Association.

As to the success of the Conference, as a Conference, it is not for me to say anything. Those who read these pages can judge for themselves. For myself, I will only repeat that it was

at once a privilege and a pleasure to preside over so remarkable, so practical, and so harmonious an assembly. I can wish nothing better for the Conference which we all hope to attend in Dublin next year than that it shall be in these respects at least, such another as that whose records are contained in the following pages.

BERTRAM C. A. WINDLE.

January 8th, 1906.

COPY OF AGENDA PAPER,

With names of speakers to each resolution, and Time-Table
of Speeches.

—o—

Tuesday, November 21st, 1905.

—o—

I.—The role of Technical Instruction Committees in fostering
new and old industries.

Resolution—

“ That it is of the first importance that Technical Instruction Committees should, in arranging their schemes of instruction, take into consideration not only the existing manufactures and trades of the district, but also those which might profitably be initiated and encouraged and should confer on this point with local Chambers of Commerce and Industrial Development Associations. Moreover, that such schemes of instruction should include classes in Book-keeping and elementary commercial studies, which all students should be encouraged to join.”

The Most Rev. Dr. Browne, Bishop of Cloyne	..	11.30
Mr. George Fletcher, F.G.S.	.. ..	.. 11.48
Secretary (for Lord Monteaale)	.. ..	.. 11.58
Capt. A. C. J. Donelan, M.P.	.. ..	.. 12.3
Mr. George Crosbie, B.L.	.. ..	.. 12.9
Mr. Charles T. Gatty, F.S.A.	.. ..	.. 12.16
Capt. John Shawe-Taylor, D.L., J.P.	.. ..	.. 12.29
The Rev. P. F. Coakley, O.S.A.	.. ..	.. 12.37
The Rev. P. J. Dowling, C.M.	.. ..	.. 12.49
Mr. T. P. Gill	.. ..	.. 12.57

II.—The securing of a Registered Trade Mark, utilisable
by all subscribing members of the Associations, to be used for
marking goods made in Ireland.

Resolution—

“ That it is expedient that a Registered Trade Mark should be obtained for the use of members of the Industrial Development Associations, and that a Committee be appointed with power to carry out this matter, the expenses to be defrayed by pro rata contributions from the different Associations now in existence.”

The Earl of Dunraven, K.P.	..	..	2.5
Mr. John Boland, M.P.	..	..	2.18
Mr. John Irwin, J.P., T.C.	..	..	2.30
Mr. George Perry, J.P.	..	..	2.35
Ald. W. L. Cole	..	..	2.40
The Rev. P. J. Dowling, C.M.	..	..	2.45
Ald. Joseph Barrett, (Lord Mayor of Cork)	..	..	2.50
Mr. John Sweetman, M.C.C.	..	..	2.58
Mr. Edward Cahill, P.L.G.	..	..	3.3
Mr. W. E. Shackleton	..	..	3.13
Mr. T. R. Luttrell	..	..	3.17
Mr. William Field, M.P.	..	..	3.22

III.—The question of all Irish public bodies giving a decided preference to Irish-made goods.

Resolution—

(a) “ That this Conference earnestly urges all Irish public bodies to give a decided preference to Irish-made goods, since such a use of public monies will encourage Irish industry provide accupation in Ireland for our people, and thus lessen the burden upon the ratepayers in more than one way.’

(b) “ That in order to prevent the impossibility of imported goods being supplied as Irish, all public bodies be requested to adopt Irish standard samples and not to accept supplies unless sent direct from the manufacturers, except in cases where such is not practicable.”

The Most Rev. Dr Sheehan, Bishop of Waterford	..	3.30
Capt. John Shawe-Taylor, D.L., J.P.	..	3.47
Mr. C. J. Dunn, J.P.	..	3.56
Mr. John O'Connor, J.P., P.L.G.	..	4.2
Mr. T. W. Russell, M.P.	..	4.11
Mr. William Ireland, J.P.	..	4.22
Mr. George Perry, J.P.	..	4.27
Capt. the Hon. Otway Cuffe	..	4.32
Mr. William Field, M.P.	..	4.37
Mr. E. A. Ryan (Solr.)	..	4.45
Mr. P. H. Egan	..	4.50
Mr. John Irwin, J.P., T.C.	..	4.54
Mr. Lorcan G. Sherlock, T.C., P.L.G.	..	4.58

Wednesday, November 22nd, 1905.

—o—

IV.—How best to bring under the notice of the individual purchaser the importance of buying Irish goods, and a knowledge of the articles of Irish manufacture which he can purchase.

Resolution—

(a) “ That this Conference, representative of all Ireland, is convinced of the necessity for the formation of branches of the Irish Industrial Development Association in every city and town throughout Ireland, for the purpose of disseminating information regarding Irish industries and manufactures amongst the people ; and

(b) ‘ It calls on the Irish clergy of all denominations ; the Irish M.P.’s ; members of public boards ; school teachers, and all persons in authority, to aid in the promotion of these Branch Associations, and in every way in their power to assist in the advancement of this Irish Industrial Movement.’

Mr. T. W. Russell, M.P.	..	..	..	11.14
Mr. William O’Brien, M.P.	..	..	..	11.27
Ald. M. Joyce, M.P. (Mayor of Limerick)	..	..	..	11.47
Mr. A. V. Ashe, C.E.	..	..	..	11.56
Mr. William F. Comber	..	..	..	12.7
Mr. Stanley Harrington, J.P.	..	..	..	12.16
The Rev. James O. Hannay, M.A.	..	..	..	12.24
Mr. W. E. Shackleton	..	..	..	12.32
Mr. W. J. Branagan	..	..	..	12.36
Ald. W. L. Cole	..	..	..	12.42
Mr. George Perry, J.P.	..	..	..	12.45

IVa.—Re-afforestation.

Resolution—

“ That this Conference, recognising the good that has been accomplished in other countries by an extensive adoption of forestry, would strongly impress on all public bodies and leading men throughout the country, as well as on the agricultural community generally, the desirability of encouraging this work on lands unsuitable to produce any other crop ;

“ We believe that here to our hands lies a vast store of national wealth, hitherto untapped, and one that would prove, in the not distant future, a great national asset, to say nothing of the host of industries that would follow in its train ;

"That we approve of the establishment of a National yearly holiday throughout the agricultural districts of Ireland, to be known as 'Arbor Day,' such day to be devoted to tree-planting."

Mr. J. C. Flynn, M.P.	..	..	..	12.57
Mr. L. Talbot-Crosbie, D.L., J.P.	..	..	..	1.3
Mr. Edward Sheehan, M.A.	..	..	..	1.7
Mr. William F. Houghton	..	..	..	1.13
Ald. W. L. Cole	..	..	..	1.14
Mr. George J. Trench, J.P.	..	..	..	1.18

V.—(a) The question of transit rates as affecting Irish industries, and

(b) The advisability of establishing a Central Committee for the purpose of dealing with questions of transit

Resolution—

"That it is expedient that a Central Committee be formed for the purposes of inquiring into and negotiating respecting questions of transit That the Associations be requested to nominate two members each for Dublin, Cork, Limerick and Waterford; one each for other branches

Mr. William Field, M.P.	..	..	..	2.33
Mr. T. P. Gill	..	..	..	2.54
Mr. John Sweetman, M.C.C.	..	..	..	3.5
Mr. Thomas J. Sloan, M.P.	..	..	..	3.16
Capt. John Shawe-Taylor, D.L., J.P.	..	..	..	3.28
Mr. William Ireland, J.P.	..	..	..	3.36
Mr. M. A. Ennis, J.P., M.C.C.	..	..	..	3.45
Mr. Lorcan G. Sherlock, T.C., P.L.G.	..	..	..	3.54
Ald. W. M. Cole	..	..	..	4.0
Ald. Joseph Barrett (Lord Mayor of Cork)	..	..	..	4.8
Mr. John Morris	..	..	..	4.20
Mr. T. W. Russell, M.P.	..	..	..	4.22
Mr. Joseph Walsh, J.P., M.C.C.	..	..	..	4.31
Mr. T. R. Luttrell	..	..	..	4.34
The Rev. P. J. Dowling, C.M.	..	..	..	4.36

First Irish Industrial Conference.

FIRST DAY.

The Conference was opened at 11 o'clock on Tuesday November the 21st, 1905, by the Right Hon. Alderman Joseph Barrett, Lord Mayor of Cork, in the Council Chamber, Municipal Buildings, Cork

Dr. BERTRAM C. A. WINDLE, M.D., M.A., D.Sc., F.S.A., F.R.S., President Queen's College, Cork, presided.

Mr. E. J. Riordan acted as Secretary to Conference.

LIST OF DELEGATES.

The Most Rev. Dr. Sheehan, Bishop of Waterford ; *The Right Rev. Dr. Meade, Bishop of Cork, Cloyne and Ross ; The Most Rev. Dr. Browne, Bishop of Cloyne ; The Very Rev. Ven. Archdeacon Hutch, D.D., V.F., P.P., M.R.I.A., Midleton ; The Very Rev. Dr. O'Daly, Cork ; The Right Hon. the Earl of Dunraven, K.P. ; *Right Hon. Lord Monteagle, K.P. ; *The Right Hon. Lord Barrymore, P.C. ; *Sir Horace Plunkett, K.C., V.O., (Vice-President Department of Agriculture and Technical Instruction for Ireland) ; Mr. John P. Boland, M.P., Kerry ; Mr. Eugene Crean, M.P., Cork ; Capt. A. C. J. Donelan, M.P., Cork ; Mr. William Field, M.P., Dublin ; Mr. J. C. Flynn, M.P., Cork ; Ald. M. Joyce, M.P., Mayor of Limerick ; Mr. William O'Brien, M.P., Cork ; Mr. T. W. Russell, M.P., Belfast ; *Mr. A. Roche, M.P., J.P., T.C., Cork ; Mr. D. D. Sheehan, M.P., Cork ; Mr. Thomas H. Sloan, M.P., Belfast ; Mr. N. Lefeuere Meáulle, Consul for France,

Dublin ; *Very Rev. Monsignor O'Leary, P.P., V.F., Clonakilty ; *Very Rev. Canon McNamara, P.P., Cork ; Rev. P. F. Coakley, O.S.A., Dungarvan ; Rev. Father Hurley, P.P., Inchigeela ; Rev. C. W. Corbett, C.C., Queenstown ; *Rev. M. Murphy, C.C., New Ross ; Rev. M. Aherne, C.C., Youghal ; Rev. Peter Hill, Baltimore, Co. Cork, Manager Fishery School ; Rev. James O. Hannay, M.A., Rector, Westport, Co. Mayo ; Capt. John Shawe-Taylor, D.L., J.P., Galway ; Mr. J. J. Howard, J.P., Chairman Cork County Council ; Mr. T. P. Gill, Secretary Department of Agriculture and Technical Instruction for Ireland ; Mr. Lindsay Talbot-Cresbie, D.L., J.P., Ardfert, Co. Kerry ; *Mr. R. A. Anderson, Secretary Irish Agricultural Organisation Society, Dublin ; Mr. Edward Martyn, Galway ; Mr. John Sweetman, M.C.C., Kells, Co. Meath ; Mr. Charles T. Gatty, F.S.A., Dublin ; Mr. John J. O'Brien J.P., Douglas, Co. Cork ; *Mr. P. Morrogh, J.P., Douglas, Co. Cork ; Mr. Ludlow A. Beamish, J.P., Deputy Chairman Cork Technical Instruction Committee, and Hon. Secretary Munster Dairy Institute ; Mr. T. B. Lillis Managing Director Munster & Leinster Bank ; Mr. M. J. Stapleton, F.S.A.A., Cork ; Mr. Stanley Harrington, J.P., Chairman Munster & Leinster Bank ; *Mr. Charles Dawson, Dublin ; Mr. T. J. Canty, J.P., M.C.C., Clonakilty ; Mr. James Flynn, City High Sheriff, Limerick ; Mr. James Ogilvie, J.P., H.C., Cork ; Mr. W. de Foubert, Manager City of Cork Steam Packet Company, Limited ; Mr. William F. Comber, Messrs. Corrigan & French, Fondon ; *Col. The C'Donovan, M.A., D.L., J.P., Cork ; Mrs. Alice Stopford-Green, London ; Col. J. G. P. Stopford, London ; Mr. Michael J. Gill, B.A., Dublin ; Mr. P. S. O'Doyle, Clontarf ; Mr. P. S. Gregory, Messrs. William Doyle & Sons, Limited, Wexford ; Mr. L. J. Kettle, Dublin ; Mr. George J. Trench, J.P., Ardfert, Co. Kerry ; Mr. W. G. Mitchell, Doneraile, Co. Cork ; Mr. Walter Callan, Private Secretary to His Excellency Earl Dudley, Lord Lieutenant of Ireland ; *Oliver S. S. Piper, Managing Director Channel Dry Docks Shipbuilding and Engineering Company, Limited, Passage West, Co. Cork ; Seaghan T. O'Ceallaigh, "An Claidheamh Soluis" Dublin ; Mr. E. V. McCarthy, J.P., Cork

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M. N. Crowley, Banteer, and T. Sheehy, Skibbereen.

Dublin Chamber of Commerce—*Mr. Marcus Goodbody, J.P.,
Chairman.

Cork Chamber of Commerce—Mr. P. Cahill.

Dublin County Council—Messrs. William Field, M.P., and M.
Broderick, J.P.

Wicklow County Council—Mr. Edmond C. Walsh.

Cork Harbour Board—Mr. James Long, J.P., Chairman.

Cork Butter Market Trustees—Mr. P. J. Harding.

Cork Technical Instruction Committee—The Rev. P. J. Dowling,
C.M., Vice-Chairman.

Mallow Urban District Council—Mr. J. J. Fitzgerald, B.A.,
M.C.C., Chairman.

Cork Corporation—Messrs. T. Donovan, City High Sheriff ;
Ald. Sir John Scott, J.P., and Ald. J. Kelleher.

Mallow Industrial Development Association—Messrs. C. A. Webb,
J.P., Chairman, and K. B. Williams, Vice-Chairman.

Tullamore Industrial Development Association—Messrs. Patrick
J. Egan, and A. V. Ashe, C.E.

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Secretary.

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Dublin Industrial Development Association—Messrs. George
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Shackleton, T. R. Luttrell, Joseph Ryan, Hon. Secretary ;
W. J. Branagan, Secretary ; and Miss W. H. Purser.

Cork District Lunatic Asylum—Mr. William McDonald, Chairman.

Cork Celtic Literary Society—Mr. Denis O'Mahoney.

Cork Chamber of Commerce and Shipping—Mr. C. J. Dunn, J.P.,
Chairman.

Lismore Industrial Development Association—Messrs. R. A.
Sterne and P. R. Dennehy, M.D.

Cork Rural District Council—Mr. John Collins.

Waterford Industrial Development Association—Messrs. James
J. Phelan, J.P., Chairman ; H. J. Forde, J.P., and Edmond
Barry, Hon. Secretary.

Limerick Industrial Development Association—Messrs. Ald.
Stephen O'Mara, Malcolm Shaw, *J. Ellis Goodbody, W. F.
MacNamara, E. J. Long, T.C. ; and Mrs. Quin, President
Ladies' Committee.

Cork United Trades Society—Messrs. M. Egan, President ; and
Patrick Lynch, Secretary.

Irish Cattle Traders' and Stockowners' Association—Mr. Lorcan,
G. Sherlock, T.C., Secretary.

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Wexford County Council—M. A. Ennis, J.P., Vice-Chairman

Kanturk Industrial Development Association—Very Rev. Canon
O'Connell, V.F., P.P. ; Messrs. Malachi O'Connor, Hon.
Secretary ; M. N. Crowley, M.C.C. ; E. A. Beytagh,
Solicitor ; and John O'Connell, J.P., Chairman Kanturk
Board of Guardians.

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Ryan (Solr.), E. Dee, J. V. Kiely, A. J. Sheehan, and C.
Sheehan.

Clonakilty Urban District Council—Mr. F. Hill, Chairman, and
Mr. Wm. O'Sullivan.

Tipperary (South Riding) County Council.—Messrs. J. Ernes.
Grubb, J.P., Chairman ; Dr. J. F. O'Ryan, and Patrick
Moclaire.

Waterford County Council—Mr. Thomas Power, Dungarvan.

Limerick County Council—Messrs. Patrick Vaughan, J.P.,
Chairman ; and John Ryan, Vice-Chairman.

South of Ireland Cattle Trade Association—Mr. P. K. O'Sullivan,
President.

Queen's Co. County Council—Mr. James Dunne, J.P.

Department of Agriculture and Technical Instruction for Ireland
—Messrs. George Fletcher, F.G.S., Assistant Secretary for
Technical Instruction, and W. G. S. Adams, Chief of the
Statistical Branch.

Council of Irish Traders' Association—Mr. William Ireland, J.P.,
Vice-President, Dublin.

Skibbereen Industrial Development Association—Mr. James M.
Burke, B.L. C., U.D.C., Chairman.

Skibbereen Gaelic League—Mr. John O'Donovan, Secretary.

Clonmel Industrial Development Association—Ald. Thomas
Skehan, Mayor of Clonmel ; Ald. Thomas Morrissey ;
Messrs. Edward Burke, T.C. ; John Mulcahy, T.C., C. M.
Harding, President Trade and Labour Society ; and
Joseph J. Prendergast, President Workmen's Protective
Union.

Coiste Ceanntair, Cork—Messrs. P. Harrington and D. Corkerry,
Secretary.

Kilkenny Industrial Development Association—Capt. the Hon.
Otway Cuffe, President ; Messrs. John Morris and Wm.
F. Houghton.

Kilkenny County Council—Mr. Joseph Walsh, J.P., Chairman.

Cork Industrial Development Association—President : Mr. Geo.
Crosbie, B.L. ; Vice-Presidents : Mr. Michael Egan,
President United Trades Society ; Mr. C. J. Dunn, J.P.,
President Cork Incorporated Chamber of Commerce ; and
Shipping ; Mr. R. F. Mack, Mr. William Kelleher ; Treas. :

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Those marked thus (*) were, through various causes, unable to attend.

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First Irish Industrial Conference.

OPENING THE CONFERENCE.

At ten minutes past eleven, the RIGHT HON. THE LORD MAYOR OF CORK declared the Conference open. He said :—My Lords, ladies and gentlemen, if I didn't stand up at this moment to welcome you in the name of the Corporation of the City of Cork to our Council Chamber, I would not have a minute to do so later on. I find the President is to take the chair at a quarter past eleven, and unless I steal some of those minutes I will be late. I sincerely hope that your recommendations to-day will be widely read through the length and breadth of the land. I know it won't be the fault of the Press if they do not, for the Press has rendered us yeoman service from the inception of this movement in the City of Cork. Without the Press, or if the Press were opposed to us, it would be a very dangerous matter ; but thank God that is not the case. They have been with us from the commencement, and I know that they will be with us until this movement is crowned with success. This is an age of Conferences, but few conferences could have such importance attached to them as the one in which we are assembled here to-day. The fact of it is the existence of the country depends upon this movement. There is no use any longer in depending entirely on the land ; we must find some other employment for our idle people. If we are not successful in doing so, we won't be able to number a population of four-and-a-half millions at the next decade ; perhaps it would be only three-and-a-half millions unless something is done in the meantime. I trust that when you are done at this Conference what you say will be put into practical shape by people all over the country, and that every man and every woman will see that what they are wearing every day is made by some of their fellow-countrymen and country-women, and if they are not inclined to do that, they certainly cannot lay claim to having the interests of Ireland at heart. My time is up, and as I am not in the habit of pilfering time from anyone else, I will call upon the President to take the chair.

PRESIDENT'S ADDRESS.

DR. WINDLE then took the chair, and said :—My Lord Mayor, my Lords, ladies and gentlemen, my first duty is to express my acknowledgments to the Council of the Cork Industrial Development Association for the honour they have paid me in placing me in the chair at this very important Conference, an honour which I greatly appreciate, and none the less because I am aware that it is due far more to their knowledge of the interest which I feel in their work, and in the prosperity of Cork, of Munster, of the whole island, than to any special fitness of mine

for the position. And next, it is my privilege to welcome you, ladies and gentlemen, on behalf of our Association, as the Lord Mayor has just welcomed you on behalf of the city. We are delighted to see you here, and we look forward to the most valuable results from this great and representative assembly. The question which we are come together to consider is one of great and pressing importance to every man and woman—I might add, to every child—in this country. It is not a manufacturer's question solely or even mainly. Let us try and keep that fact prominently before ourselves and those to whom we speak on the subject. It is first and foremost and all the time a question which affects the working classes of this country. Therefore, it affects everybody, for even if we take the narrowest meaning of the words "working classes," the welfare of this and of every other country is bound up with the welfare and prosperity of those working classes. In this country the question to which we invite your attention is literally one of life or death; it is a question which involves that other great question, whether we are going to stop that terrible drain of emigration which has been sapping the strength of this country for far too long, which has cost us and is costing us, as Mr. Kelly has shown in his excellent pamphlet, so many millions of money, and which has deprived this country, and is still annually depriving it, of its most priceless treasures— young, healthy, promising men and women. It is a question whether we are going to do anything to prevent this stream being increased rather than diminished, for, as I have pointed out elsewhere, the Technical Education movement—full of weighty possibilities—may itself add to the tide of emigration, nay, must add to it, if there are no industries in this country for our technically-educated young people to employ themselves upon. You will pardon me if I repeat an argument which I used a few days ago in Limerick. It will bear repetition, for the root of the whole matter lies in it. A Blue Book tells us that during 1904 82,549 pairs of boots were imported into this country from Boston alone, their value being £27,446. Here in Cork, and I daresay elsewhere, we are teaching young people the principles of boot-making—for what purpose? That they may afterwards earn their living by it. Where will they have to go in order to earn that living if Irish people continue to buy boots from abroad as they are doing at present? Apply the same argument to other trades, and I think you will agree with me that our Association is a necessary complement to the Technical Department and the Technical Committees. If the question with which we deal is of interest to every Irishman and woman our platform is no narrower than the length and breadth of Ireland. It knows nothing of political or religious differences, but is open to all, and as this great meeting shows, is supported by all. So far as I am aware no one has ever wished to bring such matters within the scope of the Association, and as it has been in the past, so I am sure it will be at this Conference and in the future. In summoning this Conference those who were responsible for it

had one chief object in view. They desired that the work of the conference should not begin and end in talk. The time has gone by for talking of the sad plight of our native industries, and then leaving things just as they were before the talk took place. This is a practical movement, and what we want is that some really useful things should be done as a consequence of this Conference. We want, in the future, to be able to say :—“ This useful thing and that valuable result followed the deliberations of the First Irish Industrial Conference.” This is a National, not a Cork conference, and we hope that it will have beneficial results on trade all over the country. Consequently our agenda has been framed and our resolutions have been drafted always with this object in view, that something definite shall be done as the result of each. It is not my intention to forestall the discussions which will be held on each point, nor am I doing so if I briefly recapitulate the matters which will be brought under your notice. We begin with education, the foundation of successful industry, and we ask you to consider whether it would not be a useful thing to bring about a closer touch between the Technical Education Committees and the Industrial Development Associations which are springing up side by side in this country, and which, as I have tried to show, are both working towards the same end, and are so necessary to one another's success. Further in this connection, we ask you to discuss the value of a suggestion as to the work in the Technical Schools which will be fully explained in the course of the debate. In the next place, we ask you to consider how we, members of the general purchasing public, can protect ourselves from the danger of having goods for which we have not asked foisted upon us in place of the genuine native article. You will observe that I am putting this question from my own point of view, and not from that of the manufacturer, which is sufficiently well-known. This Association exists to protect the public as well as to help the manufacturer and the workman, for if I want to buy Irish-made goods, as I am entitled to do, I am also entitled to ask that it may be made clear to me that what I am buying as Irish goods are really what they profess to be. Thirdly, we lay before you for your consideration an economical question of great importance and some complexity ; one which may be looked at from very different angles by different persons, namely, the amount of preference, if any, which should be given by public bodies in this country to articles of native manufacture. I shall not offer any opinion on this question, but will content myself with drawing your attention to the practical suggestion, contained in the second part of the resolution, to Boards which wish to purchase the native product. The fourth resolution, to which the whole of to-morrow morning has been allotted, really involves the entire operations of our Association, and we look forward to its discussion eliciting many valuable hints and suggestions. It, too, is followed by its practical application, for you are asked to call upon those places which as yet have no Industrial Association to remove themselves from

that unenviable position as soon as possible. Finally, we ask you to consider that most fundamental question of transit—a question which will be dealt with by persons much more conversant with it than I am, but which, even to an outsider like myself, is evidently a matter of life or death to the industries of a country. Here, again, you are asked to take the practical step of forming a committee to take up this complicated matter and thrash it out, and having thrashed it out, to enter into negotiations with railways and with other companies and boards as they may find necessary—in a word, to try and do something to better the state of things in connection with the forwarding of goods from one part of the country to another. It is obvious that the formation of this and another committee to deal with the trade mark must inevitably call our thoughts to the possible formation of a central organization for the Development Associations. I will not conceal from you my opinion that the time for this has not yet come, though I believe it will come some time. But of the immediate value of, and even necessity for, committees appointed for specific purposes, I suppose few will have any doubts. And now, ladies and gentlemen, after this brief sketch of what we propose to lay before you, I have to invite you to attack your task. In doing so let me be allowed to point out that we are here to carry out a piece of work of the greatest importance to the country; a piece of work which we can carry out for ourselves without asking advice, assistance, or permission from any persons, boards, or departments; a piece of work to be done for ourselves and by ourselves, because we think it is a good thing for the country that it should be carried out, and because, therefore, we are going to do our best to carry it out. If we set to work with this object in view, and on these lines, in the full determination not to let ourselves be daunted by the undoubted and inevitable difficulties with which we shall be confronted, I think I may venture to prophesy that our labours will be eventually crowned with complete success. Just one word with regard to the conduct of the business. I will call your attention to a little note at the end of the third page of the agenda paper, beginning with “N.B.,” and with regard to the latter part of that I propose to say nothing, for I think it is not necessary to do so. but as regards the ten minutes rule, it will be necessary for me to say one or two words. We have been fully aware in bringing out our agenda paper that there were scores of interesting questions which might well be discussed at a Conference like this. We have, however, been obliged regretfully to recognise that time is a limited article, even in this country, and that we can only bestow a certain amount of time upon the consideration of each of the subjects in the agenda. Hence our resolutions have been drawn up in a very definite manner, and in order to elicit definite replies to definite questions. I will, therefore, say that it will not be possible for me to admit any amendment or additions which open up new matters of discussion, even though they might be thoroughly germane to the resolutions laid before you. There is one-and-a-half hours

for each subject, and at the rate of ten minutes each that would allow nine gentlemen to speak to each resolution : but it is quite clear that if any new matter is to be imported into the discussions, it will be impossible to discuss adequately the matters laid before you. With regard to the ten minutes rule I am respectfully to say that it does not mean that each gentleman must speak for ten minutes. We shall be happy to hear anybody for a shorter space of time, but we hope that those who do speak will confine themselves to the maximum limit mentioned here. Immediately after one o'clock, at which time I shall put the first resolution, there will be a photograph of the delegates present taken in the ground opposite the Carnegie Free Library. We have received letters of regret for inability to be present from His Lordship the Bishop of Cork, Cloyne and Ross, Lord Monteagle, Lord Barrymore, Sir Horace Plunkett, and Colonel The O'Donovan.

Technical Education.

The Most Rev. Dr. BROWNE, Bishop of Cloyne, proposed the first resolution :—"That it is of the first importance that Technical Instruction Committees should, in arranging their schemes of instruction, take into consideration not only the existing manufactures and trades of the district, but also those which might profitably be initiated and encouraged, and should confer on this point with local Chambers of Commerce and Industrial Development Associations. Moreover, that such schemes of instruction should include classes in book-keeping and elementary commercial studies which all students should be encouraged to join." His Lordship spoke as follows :—Mr. Chairman, my Lord Mayor, my Lords and gentlemen, the first resolution, or rather the first subject for discussion to be submitted to this Conference, so splendidly representative of the intelligence and classes of the country, deals with the functions of Technical Instruction in relation to native, and particularly local industries. This subject, which I have the honour to introduce to the Conference, fittingly claims the first place in order for your consideration. The resolution declares at the outset that it is of the first importance that the Technical Instruction Committees should in arranging their schemes of instruction take into consideration the existing manufactures and trades of the district. This is obviously true and right. There can be no room for disagreement of opinion or discussion so far ; for technical instruction and native industries are not merely mutually related, but are also dependent for their success one upon the other. On the one hand trades and industries cannot ensure success, indeed, they are doomed to failure, unless they can command a fully competent staff of workers, a supply of trained and skilled labour, and in proportion to the excellence of the workmanship will be the measure of the success of the local industry, other necessary conditions being supposed to exist. Moreover, the development and expansion of industries depends largely on the

power or faculty of initiation and enterprise that are born of practical training, allied with a mastery of the scientific principles that underlie each particular trade. Our common sense tells us that this must be the case, and the lesson is forced in upon our sight by the examples of countries such as Belgium, Germany, and the United States of America, which owing largely to their more perfect and extensive system of technical training are to-day the most forward and progressive in the industrial world. Now, this is the one special object of technical training, namely, to make skilled workers in the various trades and industries for which they are wanted. If technical instruction does not succeed in doing this it has missed the end of its existence, it is educationally a failure, and therefore the proposition is obviously true which declares that it is the duty of Technical Committees to arrange their schemes of instruction in view of the trades and manufactures of the district. The success of local industries supposes then as a condition, precedent and concomitant, an effective system of technical education, and on the other hand, technical education can be no boon, no blessing to the country unless there is a serious persevering, practical and successful effort on the part of Irishmen to encourage and stimulate native trade and industries, and to strengthen and extend them by their practical support. Suppose that the technical instruction system succeeds by the expenditure of Irish money in giving a practical education to many of our Irish boys and girls, in training their hands to use with dexterity and deftness the implements of a craft, in opening their eyes to see new forms of usefulness and beauty in the things they make, in forming their tastes and developing in their hearts what I call a vocation for a particular trade, and in expanding their minds so as to grasp the principles of practical science that govern their handiwork; suppose all this, and what good is it to the country if we have no manufactures, no thriving trades in which they can find employment? In such a state of things technical education in Ireland would only minister to the awful national decay, to the exhausting process of emigration, for these trained boys and girls would be driven in search of food to seek in other countries the employment which they cannot get at home, leaving Ireland for its greater impoverishment, and carrying with them the wealth of trained hand and eye, and mind, to enrich the country of their exile. Passing from the general aspect of the subject, I come to enquire what in detail we would expect the Technical Instruction Department and its local Committees to do for our local industries, and how they are to do it. It seems to me that technical educationists should concern themselves chiefly about two classes. First the youth (both boys and girls), after they have left the primary school and before they have entered on a trade or practical calling; and secondly, about the young tradesman, artizan, and industrial employé who has chosen his way of livelihood. For the first class the technical instruction authorities, so far as the money at their disposal will permit, should provide day trade schools. I use

the word "trade" in a wide sense. These schools would receive the youth who have passed through the primary school, say from the age of 13 up to but not after 17 or 18 years, who are well able to read and write and calculate, and for boys intended for any mechanical trade or industry, with a fair knowledge of elementary mathematics, including geometry. And here I may remark, in passing, that the teaching of algebra and geometry in our National Schools is, I regret to say, by no means so general nowadays as it was thirty years ago, a serious blot, in my opinion, on the modern system. A boy not fairly well educated in the primary school will be at a disadvantage when he joins the technical or trade school, or else the trade school will have to waste time and energy and money in doing the work and supplying the defects of the elementary school. The purpose of the trade school being to prepare the youth to enter intelligently from the beginning on the calling which is to be his means of livelihood, the course of training must be essentially practical. Thus, a course for girls should embrace domestic economy, including cookery, hygiene, household work, needlework, dress and garment making, and an elementary knowledge of first aid and simple remedies in case of sickness, and so forth, with special provision for those who have to earn their bread in special duties. For boys the course would include manual training in a well-equipped boy workshop, the use of mathematical instruments, mechanical contrivances and draughtsman's appliances, a knowledge of the properties of geometrical figures, verified by actual examples. In a word, the course would include such theoretical and practical teaching as would enable the boy to enter on apprenticeship in any trade with intelligence, and not as a mere automaton. In addition to the intrinsic value of this preparatory training, such schools could hardly fail to inspire our youth with a sense of the attractiveness and dignity of craftsmanship, of developing in them a taste for honourable industrial labour, and so would counteract to some extent the mischief done by the misdirection given to the taste, energies and talents of our Irish youth, under a system of secondary education that led them far too generally to the study of Latin and Greek grammars, that could be of no use to them in their after life; indeed with an utter disregard of the fact that most of these youths were, as men, to earn their bread by hands hardened and horned with labour, and by the sweat of their brow. In all countries where technical education is really attended to, such preparatory schools are a prominent feature of the system. I have read that in the United States there are 6,000 such schools. In Saxony, where the population is not quite equal to that of Ireland, they had in the year 1882 only 22 industrial schools of all kinds, and to-day they have 287. divided into five classes, of which 44 are industrial preparatory schools intended to give boys and girls who have just completed their elementary schooling "a chance to prepare themselves in general for some trade or particular branch of industry without the express intention of following the same." In Ireland, we

have five such schools for boys under the Technical Department, two in Belfast, one in Dublin, one, I believe, in Kilkenny, and one, I am glad to say, recently opened in Queenstown, from which I expect excellent results. Already every seat in this trade school at Queenstown is occupied, and with the right class of boys. It is a real pleasure to see them at work, and I look to this trade school as a beneficent institution for the future of the boys and the locality. The second and more important class for which, in my opinion, the Technical Department and Technical Instruction Committees should do their best to provide, is made up of apprentices and other young men and women actually engaged in some craft or branch of industry. I need hardly say that the mere "handy man," while he may be of use in the household, cannot be of use in advancing the interest of a craft or industry. I think the same may be said of the "botch," though he is allowed to call himself a tradesman. If the country is really in earnest in its determination to develop native manufactures and trades, we must be prepared to face competition from England, Germany, the United States, and all the countries where similar articles are made, and whence they are imported to the cities and towns and villages of Ireland, and dumped by travellers and hawkers on the doorsteps of our country hamlets. There is no use in our facing this competition unless we are in a position to put on the market as good and as cheap an article. Our competitors, as a result of their perfect system of technical education, have the highest trained workers in every branch. In little Saxony, to which I have made reference already, they have 150 special industrial or technical schools devoted to the higher training of the men and women engaged in almost every imaginable craft or industry. Now there is no denying that there is a great deal of useful practical knowledge, particularly in the application of science to manufactures and trades, which our people have had no opportunity of acquiring, and which is necessary to make the highly trained workman, and it is, I conceive, a duty on the Technical Department to supply this want. The evening schools for this class should be of the very best their means will allow them to provide, well staffed with the best teachers, and with nothing wanting in the equipment to make it perfect as a practical school and workshop for this higher training. It is not the function of the Technical Instruction Committees to become themselves manufacturers, or to run a trade in rivalry to individual members of the community; neither is it intended that apprenticeship or the learning of a trade under the eye of a master tradesman should cease, but what is intended—and this is the function of the Technical Education Department—is to supply the higher training to the apprentice which the masters can no longer give. And here let me remind the master-workers and the employers in branches of industry of the old and true conception of the mutual obligations of masters and apprentices. The one was a master, that is, a teacher or doctor, the other was a pupil or learner. They entered into a contract.

The master or doctor bound himself to teach the apprentice his craft or trade until he had attained that skill which enabled him to produce his own masterpiece—an original work inspired by his own taste and skill and talent, and of such excellence as justified him in claiming recognition as a master in his art, and member of his craft-guild, with all its privileges and duties. In return for this teaching the apprentice engaged to give his labour free for the benefit of his master. Those were the days when, under the fostering care of the Church, he only was a master who was competent to teach, and not a mere hirer of labour; when skilled labour was held in the highest honour, and Art was pursued not so much for the amount of money the work produced as for its own sake, so that excellence was the highest ambition and aim of the workman, and when genius, under the influence of religion, produced those masterpieces in stone-carving, wood-carving, metal work, painting, stained glass, building construction—indeed masterpieces in all the arts and crafts, which still remain unrivalled and the admiration of the world. Owing to many causes, not the least of which is the commercial spirit that nowadays governs and dominates our arts and industries, and especially owing to the great development of science as applied to all kinds of manufacture, it is no longer possible for the master-worker or employer to train his apprentices and workmen to the highest point, and so it has come to be recognised as the duty of the State, in the interest of trade, to do for the apprentice and young craftsman what his employer can no longer do. Therefore, while it is the proper function of technical education to supply this higher teaching, it is obviously the bounden duty of the master-worker and employer to encourage their young artisans and employés to take advantage of this technical training, and to allow them time for this purpose without imposing on them an unreasonable and intolerable yoke. In this connection I note with much satisfaction a resolution recently passed at the 12th Annual Congress of Irish Trade Unionists, held in June of the present year, to the following effect: “That this Congress of Irish workers declares that the time at the disposal of apprentices for acquiring a thorough knowledge of their respective trades is at present entirely inadequate, and urges upon employers the desirability of granting further opportunities, by allowing their apprentices a few hours’ leave of absence upon such days as they undertake to attend their technical schools so as to enable them to become more proficient workmen; and that the Department of Agriculture and Technical Instruction for Ireland be requested to press this matter upon local Technical Committees and Employers’ Associations throughout the country.” This resolution is good and in the right direction. I feel sure the Department is pleased to receive it, I know that the local committees will fully co-operate according to their means, and I only hope that the Employers’ Associations and employers of skilled labour will act up to the spirit of this resolution, and so fulfil a duty they owe to their apprentices and employés, and to their

country. The resolution I am proposing declares that Technical Committees should have regard not merely to existing manufactures and trades, but also to those which might profitably be initiated. As to prospective industries, I accept the resolution, provided the other conditions, chiefly three in number, precedent to creating an industry be supposed—(1st) The locality must be specially suited to the production of the article ; (2nd) the product must be wanted not only locally, but to such a degree as to warrant the expenditure of capital and skill ; (3rd) the new capital must be forthcoming. Notwithstanding the general poverty of this country, there is a great deal of Irish money lying idle in the banks, or else invested in all sorts of speculations in almost every country under the sun except their own. Moreover, at present, the value of landed property is being realised, with the result that millions are seeking an investment, and is it too much to hope that the landlords, who are Irishmen, gifted with education and knowledge of the world, would show their patriotism by starting and fostering some new home industries ? I feel sure that if the spirit and determination of the Cork Industrial Development Association takes hold of the whole country, it will soon be seen that money can be more safely and profitably invested in Irish industries than in Rios, Argentinas, Columbias, and the like. Lastly, the resolution pleads for the classes in book-keeping and elementary commercial studies, which all students should be encouraged to join. Now, I honestly think that this proposition is too extensive in its reach, too sweeping a demand. I do not think that a knowledge of book-keeping and commercial methods is necessary for all technical students. A man might be an excellent craftsman as a tinsmith, a tailor, a bookbinder, a locksmith, an artificer in wood, in metal, without more knowledge of account-keeping than is supplied in the elementary school. I am not deprecating the importance of the study ; but let it be kept for those who want it in the way of their business. Book-keeping and commercial methods belong rather to commercial than to technical education, and there ought to be in Ireland graded commercial schools, as there are in all progressive countries, and whether such schools are to be placed under the direction of the Technical Instruction Department or not is not a question of importance. Until satisfactory and separate schools for commercial education are provided I agree with this portion of the subject under discussion in throwing over on the Department the duty of providing it as best they can for those whose way of life demands it. One word more and I have done. It is easy for us to sketch a system more or less perfect of technical education, and to lay down lines for the Department and the Committees to follow, but we must not lose sight of the important factor absolutely necessary to transmute such theories into fact, namely, money. Far more money than is allowed by Government for this branch of education is necessary to reproduce in this country even the semblance of the complete system, from bottom to top, of technical education in little Bel-

gium or Saxony. Our duty, however, is to do the best with what is at our disposal, to use it wisely and economically ; and it is no less our right and duty to protest against the starvation subsistence of education in Ireland, the more so when we recall the proven fact that more money is uselessly and shamefully squandered on the administration of this country than on any other country in the world. I beg to propose the resolution on the subject of discussion :—" That it is of the first importance that Technical Instruction Committees in arranging their schemes of instruction take into consideration not only the existing manufactures and trades of the district, but also those which might profitably be initiated and encouraged, and should confer on this point with local Chambers of Commerce and Development Associations. Moreover, that such schemes of instruction should include courses in book-keeping and elementary commercial studies, which all students should be encouraged to join."

THE PRESIDENT.—In the absence of Sir Horace Plunkett I will call on Mr. Fletcher of the Department to second the resolution.

MR. G. FLETCHER—Mr. President, My Lord Mayor, My Lords, ladies and gentlemen, it is somewhat unfortunate that I have to appear here this morning in place of Sir Horace Plunkett, to speak upon this subject. I need not assure you, for you all know it, that such is the interest of the Vice-President of the Department in a matter of this character that it was with the deepest regret he was unable to come here. Nothing but ill-health, trivial we all hope, could prevent him coming to speak to the resolution. I feel it due to yourselves, at all events those responsible for this meeting, that you recognised the great importance of this subject, otherwise I think you would not have put it first on the agenda paper. The substance of the resolution is, I think, one in which we all cordially agree. His Lordship the Bishop of Cloyne has put the matter beyond argument, and I don't propose to traverse any of the points his lordship had raised so ably, and I don't think I could add to them, but I wish to suggest to you certain other considerations which I believe to be exceedingly important. We all agree, I think, that Technical Instruction Committees should confer with bodies such as Chambers of Commerce and Industrial Associations, and might I go further and suggest to some extent that reciprocally these bodies should consider it part of their duties to enter heartily into the matter of technical education, and that they should not spasmodically interfere in technical education, but that they should consistently and continuously take an interest in the work which concerns them very closely. In that way I am quite convinced that they will help in a very useful manner, and exercise a useful influence on technical education, as I can see no more useful work than this co-action between people engaged in business and those concerned in education of this kind. I sometimes see and hear a phrase "Is technical education a failure?" There is to me something

extraordinary and bizarre in such a question. Imagine a German asking such a question, or imagine, if you will, an American asking such a question. We might ask whether the efforts we are making are well-directed, or whether they are best calculated to bring about the results we desire. After some few years' work in a country lamentably behind in the matter of education, years behind England, and many years behind continental countries, we begin to ask "Is technical education a failure? Has technical education begot industries, or has it started any industry?" I can imagine no more bizarre a question than this, asked in this way. It is true that a considerable measure of technical education was going on in the larger centres of Ireland prior to the establishment of the Department. That was an advantage; but the work is only yet begun. It must be a work of slow growth, and in years to come—in 10 years or so—they might ask the question. I do not mean to suggest that already useful things have not been done. If time would allow me I would refer to specific instances to prove it; but the fact remains that this work must be of slow growth. Now I should like to uproot the notion that technical education is a sort of automatic supply machine into which you put a coin in the form of a penny rate and draw out a little parcel of industrial success. The work must be slow, and we should not be in too great a hurry to look for results. It is our business to see that the work is rightly directed according to the best experience of the countries in which it has been successful, and where every manufacturer will acknowledge its value. Take the great captains of industry, men like Sir Joseph Whitmarsh, who established the valuable scheme of scholarships which exists to the present day—men who have made their way in their own business. I need hardly refer to the great captains of industry in the United States, who, recognising the importance of this work, have liberally endowed it. We want men like those in our country to push forward this most valuable work. Instead of technical education being a kind of automatic supply machine I would look at it in a different way. I believe that enterprise is a great plant that will only thrive in a carefully prepared soil. It is the work of technical education to prepare the soil, and to prepare it in such a manner that the industrial seed, when it will fall upon it, will take root and grow healthily. What, then, is the particular relation of technical education to industry? In the first place, sir, I should say that it is our business to devise, in the various centres, sound schemes of technical instruction in close relation to the industrial needs of the country and of the district. Such results are only to be brought about by the closest and healthiest co-operation between those directing technical education and those who are seeking to develop industries. It may be—no doubt it is the case—that where the conditions are favourable it is possible to think out, and more closely direct, and work more closely in touch with, industrial effort; but for the most part I believe the best services that could be rendered by technical committees throughout

the country is to prepare to supply trained workers for any particular industry. For my own part, I believe that there are individual instances in which very close aid may be given to industry, closer even than I have indicated. I believe nevertheless that the method of encouraging a Government Department, or Technical Committee, to supplant local individual initiative in the matter of industrial enterprise is, of course, fraught with the very gravest dangers. Reference has been made to the great need at the present time of employers taking sympathetic action. There never was a time when education was more necessary. Owing to the decline of apprenticeship as it was years ago, and owing to the grouping of workers in factories, technical education has become absolutely necessary to industrial progress. I think employers are beginning to realise their responsibility, and I need only refer to that resolution passed at the Trades Congress in Dublin, calling upon employers to give facilities to their workers to attend the technical schools to show the interest the workers themselves take in the matter. Employers are beginning to meet that, I am happy to say. The Goldsmiths' Corporation, for example, has given facilities to its apprentices to attend technical schools, indeed, it is included in the apprenticeships. In several towns the employers of labour are giving a certain time to enable their apprentices to attend technical schools. I have done. I hope that a note will be struck at this representative assembly, a note of intelligence to the various technical committees, and a note of direction also.

LETTER FROM LORD MONTEAGLE.

PRESIDENT.—Lord Monteagle being unwell is unable to be with us, but he has sent a few remarks, which I will ask the Secretary to read.

The Secretary (Mr. E. J. RIORDAN) read the following letter :

MOUNT TRENCHARD, FOYNES.

CO. LIMERICK.

TECHNICAL INSTRUCTION COMMITTEES AND INDUSTRIAL DEVELOPMENT.

The subject of technical instruction is generally treated as a purely urban one, and if it is to be regarded purely from that point of view, I have little or no claim to offer any opinion on it, as whatever small industrial experience I have is derived from rural industries, or rather from industries carried on in rural districts and under rural conditions. But even in this humbler sphere I have had the need of technical instruction deeply impressed on my mind, and perhaps I may be allowed to dwell on this aspect of the question for a few minutes. For one and all of us the supreme object is to employ our people at home and stop the drain of emigration ; but the emigrants are almost entirely drawn from the country districts, and the stream (as has been

often pointed out) is part of the general movement that is taking place all over the world from country to town. Now it would be good if we could so stimulate our urban industries as to divert this stream which now flows to the cities of Great Britain and the United States, and turn it to our own cities ; but surely it would be even better if, by developing rural industries located in country districts, we could keep our people, if not actually on the land, still in close proximity to it, and thus help to counteract that feverish movement from country to town which social reformers everywhere deplore. I am one of those who believe that by a more intensive system of agriculture than now prevails in Ireland a much larger population could be supported on the land itself, but that is a large subject outside the scope of this. I hope, however, it is not out of order to consider the claims of rural industries, as distinguished from agriculture. Already there are signs of a reaction in many quarters—large concerns like Cadbury's cocoa and Lever's soap works have been moved from town to country, and this process is going on in a smaller scale in many different trades and in various districts, while the garden village, if not the garden city, seems to have come to stay. Indeed some deep thinkers anticipate that the age of electricity may see even a dispersion of the great cities which the age of steam has massed together, and the possibility of utilising the cheap but bulky fuel of our bogs for generating electricity over wide areas now waste has already attracted the attention of engineers. Such developments may at no distant date transform the whole face of the country, and revolutionise the character and habits of its people. I shall be told, however, that such speculations are not practical, that we have to do with the present, not the future. Coming then to the actual state of affairs to-day, there are many branches of industry which might be established in Irish country districts, and some of which are unsuited to towns. They may, roughly, be divided into two classes—(1) those for which the home market would afford an ample demand ; and (2) those which must seek an outlet by way of export. Under the former head would fall many building materials, such as bricks, slates, and cement, all of which are imported in large quantities from Great Britain, and the first of which—bricks—might be manufactured, I suppose, in almost every county in Ireland, owing to the high freight in proportion to first cost, and the abundance of raw material. Under the latter head would come the vast resources of our quarries, the output of which on a profitable scale would far exceed the home demand. All these industries must be carried on where the raw material is found, *i.e.*, generally in the country, and all except the last—stone—have the advantage of a home market ready and waiting for them. I have only mentioned a few instances which happen to have come under my notice in my own immediate neighbourhood, and I have no doubt many others will be found in other districts. I venture to plead, therefore, that Technical Instruction Committees, in considering the manufactures which might profitably

be initiated in their district, and encouraged by suitable technical instruction, should have special regard to the possibility of establishing rural industries, and developing local resources on the spot. And now one word on the concluding sentence of the resolution, which is, perhaps, not quite so self-evident as the rest—indeed I should hardly myself go the length of encouraging all students to learn book-keeping. Technical instruction is a wide term, and should, of course, include commercial training, but it must be remembered that many of the students—perhaps a majority—would be of the mechanic or artisan class, to which book-keeping or commercial subjects would be of comparatively little use. On the other hand, I most cordially support the general principle which I take to be embodied in these words, namely, that commercial training is an essential part of technical instruction, but it is required more for the employer than for the employé. Technical instruction is sometimes spoken of as if it were merely the instruction of the craftsman and the improvement of quality of workmanship, but I believe the commercial training of our captains of industry, and their managers, secretaries and clerks, is at least equally important. Indeed, in the wider sense, all classes and ranks in Ireland would benefit by systematic instruction in business principles, and the former, in these days of co-operation and organisation in production and distribution, might have something to learn from elementary commercial studies.

MONTEAGLE.

PRESIDENT.—I will now call on Capt. Donelan, M.P.

CAPTAIN DONELAN M.P.—Mr. President, My Lords, ladies and gentlemen, It gives me much pleasure to contribute a few words to the discussion which has been opened in such an interesting and instructive speech by His Lordship the Bishop of Cloyne, for although from the point of view of an expert I possess no claim whatever to intervene, I nevertheless yield to no one in hearty sympathy with the object in view. It would indeed be strange if this movement failed to enlist the sympathy and support of Irishmen and Irishwomen of every class and creed, and of all shades of politics as well, for patriotism is not confined to any class or creed, and this vitally important question presents a common platform to all who desire to promote the welfare of their fellow-countrymen. The wonderful work accomplished by the Cork Industrial Development Association in the comparatively short space of three years, with the invaluable aid of your indefatigable secretary, Mr. Riordan, shows what can be done by well-directed energy, and earnest and united effort. Even if the Cork Association could claim nothing beyond organising this great Conference they would have performed a great public service; but, I venture to think the task must have been mere recreation compared with those arduous labours in connection with the successful Exhibition, and in a dozen other directions. Hard work, however, generally falls to the lot of pioneers, and

the Cork Branch was undoubtedly the pioneer of that industrial movement which has evidently come to stay and to grow, for the Irish people have been quick to recognise that as the President has truly said, it is not so much a manufacturer's as a worker's movement. In fact, one of the most useful results has been to bring capital and labour into close touch. For instance, the signal success achieved by the Cork Branch is largely due to the cordial co-operation of employers and employed, and none have worked with more will to secure success than the Cork United Trades. As there are many present much better qualified than I am to deal with the resolution, I will not stand longer in the way, but I will only add that the ground seems now to be prepared for more extended operations in the direction indicated.

Mr. GEORGE CROSBIE, B.L.—Mr. President, My Lords, ladies and gentlemen, I was called upon by the President rather suddenly, and I think it is because of the comments the resolution has called forth to the meeting from his lordship, Dr. Browne. I have no doubt if I could explain my Committee's meaning in putting this resolution on the paper that his lordship would admit that we have been justified in making that rather unusual addendum to a resolution in connection with technical education. I would point out that of all countries, Germany is perhaps the most ahead in technical work. Her workmen are probably better taught than any people in any country in the world. The only compulsory technical subjects in Germany—I have it from gentlemen who are Germans—are drawing and book-keeping, and, gentlemen, I think the reason of that is obvious, and if it is necessary for the German it is ever so much more necessary in a country like Ireland. If you look at our position to-day you will find that we have no large philanthropic capitalists prepared to support, out of the goodness of their hearts, large enterprises. We must depend, as Mr. Fletcher has already said, upon the captains of industry, and these captains of industry must grow out of our existing workmen. You can't depend upon public companies to establish thriving and prosperous industries. What made England? What has made Germany? It was the brains, the energy, and the intelligence of the men who started by working with their hands. If anybody has followed our technical classes, I think they will admit that I am not far wrong in what I say. I have had some experience in technical schools not many miles from here, and I think that it will be admitted that the want of proper primary education for the workman, in the first instance, is a tremendous drawback to their becoming employers. To my mind technical education ought to aim not at creating perfect workmen—we have plenty of excellent tradesmen in the city of Cork; I believe there is not better to be found in any country in the world—but what we have got to do is to put ambition into our people, to encourage them to start out and strike out for themselves, and in that way to try and create industries. Personally, there are few people in the community

that I should dispense with more cheerfully than chartered accountants. I think they have not added to the prosperity of our country. They have succeeded in floating large undertakings, and in a great many instances these undertakings have come to grief. Well, it seems to me that what is wanted for a community like Cork is not a great commercial school where you would teach all modern languages, including French and German. What connection has the city of Cork with France or with Germany? Is it necessary for good business men in Cork to be able to talk any other language than that spoken around them? It may be absolutely necessary—it is absolutely necessary for men living in Germany to be able to talk French, and even Russian, because they have an immense business in these places; but here in Ireland there is enough within our own shores to maintain at least four times the population that is here at present, so that instead of devoting our money—we have very little, as I think you will admit—for technically educating our people, I think we should conserve it as best we can, and try and put it to some practical use. I think that above and before everything from a technical point of view, if you want to establish industries, and if you want to bring forth Carlyle's captains of industry, you must look to them from the working men, and if you train these men in commercial subjects and book-keeping—I don't want them to be able to balance a set of books, but I want them to understand the ordinary principles of business, and the ordinary methods of keeping accounts—I think you will be doing well. I must apologise for intervening in the debate. I really came here to listen, and I expect you will make allowances for anything I may have omitted.

MR. CHARLES T. GATTY, F.S.A.—Mr. President, My Lords, ladies and gentlemen. Heads of speech on Irish Technical Industrial Development, decapitated by the ten minutes rule. The problem is not large but complex. Geographical area, about two-thirds of England; population about that of Lancashire. Complexity—Historical and political disabilities, aggravated by imperfect and ill-adapted external remedies. There are four bed-rock requirements—(1) capital; (2) skilled labour; (3) intelligent State aid; and (4) external markets. Capital we have mostly on deposit at a possible two per cent., with bankers who daily gamble with it in the London Stock Exchange, which means that we lend our money to develop mines we have never seen, and which possibly do not exist, instead of investing it in the industry and integrity of our neighbours which we both see and know. Moral—More confidence in one another, and an active propaganda of Raffeisen Banks. Second requirement—Skilled labour. This is to be had from technical schools, supplemented by State-subsidised apprenticeships in local workshops. Reason for State apprentices—Boys trained in well-equipped technical schools learn scientific methods and appliances which only exist in more favoured countries. Unless you put them

early into Irish workshops, they will come to despise old-fashioned home methods, and take the technical training you have generously paid for and invest it in those better-equipped and more profitable foreign markets, which already speak of your technical education as part of a subtle scheme of State-aided emigration. Second reason.—If the State switches its students into local workshops, these shops are continually fertilised with new ideas and improved methods of production. Objection anticipated.—It is said that State-apprenticeships are tantamount to State-endowed factories—An intolerable economic heresy. Ah! gentlemen, let us approach with reverence that tender economic English conscience which felt no compunction in destroying Irish manufactures by Act of Parliament, but shrinks with pious agony from the heresy of official restoration. Thou shalt have in Ireland no State-aided boys and girls in workshops, but only State-subsidised pigs and poultry, and bulls and boars in farmyards. I beg the State's pardon. I saw recently in a carpet factory some State-aided girls, but in that case the raw material came from England. I get my raw material in Ireland, and when I applied to the State for apprentices, I was refused. Third requirement—Intelligent State aid. First necessity—Knowledge. Wanted—Experts hired temporarily from anywhere, having practical experience of the manipulation of glass, pottery, hides, horn, gypsum, wool and flax—all native products. Amateurs and those who have failed to succeed in these products not wanted. If we had begun with State-subsidised students, trained in the factories of our most skilful competitors, we should now have State-educated teachers. Second necessity.—Intelligent State sympathy. Take my department, sacred art, comprising architecture, sculpture, painting, stained glass, mosaics, plaster statuary, metal work, vestments and printing. These form the only great art trade in this Catholic country. The Church takes her widow's mite of art culture into every parish in Ireland. She hath done what she could. The highest State officials stigmatise her extravagance and want of taste. What has the State done to keep her? Is there a single Christian statue of importance in her Metropolitan School of Art? Or any Irish school of Christian sculpture; or any collection of models suitable for reproduction for our churches; or any premiums offered for original sacred works of art; or are all the premiums reserved for boars and bulls and poultry? "Truly the Irishman hath gotten him an English tailor, and so badly do the clothes fit that he himself cannot tell from the aspect of his nether garments whether he goeth towards home or cometh therefrom!" Moral—Send all old carriages, old armour, savage weapons and other inappreciable lumber from our museums back to London, and give us an intelligently arranged series of the productions of sacred art, and an itinerant lecturer to visit every town in Ireland, with lantern slides of the best examples in Christendom. Objection anticipated.—It is said the State gives general art instruction. Sacred art will benefit with profane. Answer.—After several

years' trial of State Art Education Ireland continues to buy the bulk of her sacred art from Paris and Munich. What is taught bears no relation to what is wanted. Moreover, with intelligent State aid, every mosaic on the walls of Armagh Cathedral might have been made by Irishmen out of Irish raw materials, in Ireland, without difficulty and with profit. Fourth requirement—Markets. To go about starting industries without markets is to breed disastrous discouragement. Wanted—In London, Liverpool, Dublin, Cork and Belfast, depots with samples of all Irish products, and lists of all genuine Irish producers. Directly I began to work here I saw this, and offered to share my large shop with all Irish art workers having no show-room in Dublin. Result—Fairly successful up-to-date. I have done. The future is ours. In Conference we project ideas from which statesmen can mould a policy, and a Public Department administer, not forgetting, I hope, even in its moments of most exalted patronage towards us benighted workers, that Departments are made for the taxpayers and not the taxpayers for the Departments. Meanwhile let each stick to his last, and each contribute his brick to the temple of Irish trade. For nearly two years I have been taking gypsum from the soil of Ireland, and for the first time for fifty years converting it into plaster of Paris, and moulding from it not only the finest Christian sculpture in Europe, but Irish sculptures by living artists. A few examples of both are before you in your Exhibition. I have had no help save from friends. I have had no reason to believe I was in a country where any State Department wished to help or tried to help Sacred Art, the only art for which there is a large and increasing demand. But this I know, that should we ever receive from England, or better still, possess of our own, an intelligently guided State Art Department, the hands and brains of Irishmen will again carry the Art reputation of this country in to the front rank of Christian nations, as it was in the centuries long gone by.

CAPTAIN JOHN SHAW TAYLOR—Mr. President, My Lords, ladies and gentlemen.—It is the object of the resolution that Technical Instruction Committees should confer with local Chambers of Commerce and Industrial Development Associations. I would wish, if possible, that we in Ireland should put these Technical Committees on a broader and more popular basis. I would like to see Technical Instruction Committees coming into direct contact with the various Trades Councils, with the men's societies, with the bakers, the plumbers, the printers, and the associations and societies throughout Ireland. In that way you will have that co-operation between the Committees and the various Councils and Organizations which will, I believe, develop and extend the work of the Technical Instruction Committees. May I give you an example of how this co-operation between the Committees and the Associations has benefitted cities. Take the city of Belfast, which is building a City Hall at present at a cost of a quarter of a million of money. The men

who came to work in that City Hall found that the fibrous plaster work used in the inside decorations was not solid, but was moulded on the outside with an ornamental shell. They further found that the only men who could do this work were men who had to be imported from England and Scotland. Belfast men could not do it, and then the Technical Instruction Committee of Belfast, being practical men, noticing this, sent round for the Master's Association of Plasterers and said: "We see there is something wrong, and Belfast men can't do this work. Let us organise a demonstration in Belfast, and let us get one of these men who do this work and give a lecture in the Town Hall. Let the masters and men come and listen to the lecture, and we will see between us if we can't do something to make Belfast men do the work that Englishmen and Scotchmen have hitherto done." Gentlemen, that lecture and demonstration was held. It was crowded out, and the result is to-day that in the new Institute about to be opened in Belfast, provision will be made for young men to learn this fibrous plaster work as well as the English and Scotch. I could give you another instance regarding the grocery trade in Belfast. There is a large business done in Belfast, and in one of the leading establishments the manager was a Manchester man. He found that there was a great deal in this particular trade that the Belfast man didn't know, compared with the English and Scotch, and compared with Manchester, from where he had come, and he, being a bit of a sportsman, turned round and said: "I will do all I can to help Belfast," and he did himself give a lecture before the Master Grocers' Association. The Master Grocers' Association was so impressed with his lecture that they, and mark the point, approached the Technical Instruction Committee. The Technical Instruction Committee responded, and in that new Institute in Belfast provision will be made for teaching young men how to carry on the grocery business to the highest possible development of its kind. This resolution deals also with the word 'district.' If I might venture to suggest, I would substitute the word "Province." I think it is most important that Technical Institutes in the cities should provide education for all the trades that exist not only in the city and district but in the entire Province. It might be possible to get Technica. Instruction Committees to meet occasionally, as County Councils do, to try and co-ordinate their particular schemes so that instruction should be given in the existing and any other trades that exist in the particular Province. Thus, if pottery is done in one district, and if boots are made in another, and if woollens are manufactured in another, then all these various trades can be learned in the Technical Institutes of the Province. I will not detain you with the possibilities that have been put before us with regard to what Technical Education Committees can do. I am told it is a fact—I hope it is not a fact—that in the great Cathedral in Armagh recently, practically every bit of the stone carving in that Cathedral had to come from outside Ireland. If it was so done we know it was done because it could not be helped; but

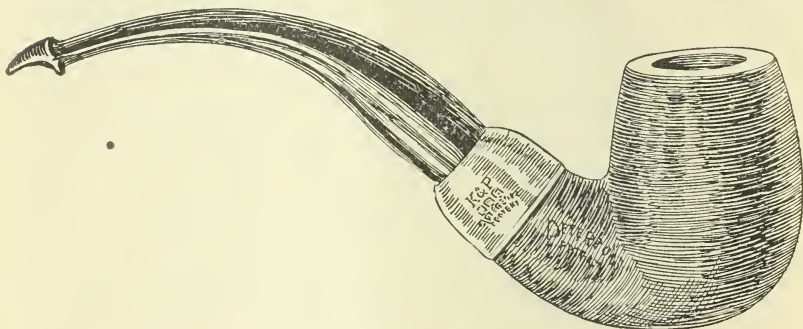
if it is a fact that in Ireland there are no stone carvers, then I say the possibilities before these Technical Instruction Committees are infinite. Then there are various other things, such as that for Guinness' brewery brewers have to be imported from Scotland and England. Then chemistry applied to arts would in Cork benefit the soap manufactures and dyeing industries. There is room also for art instruction in improving printing, bookbinding, and silversmiths' work. With regard to other trades I will just give you one result. In Belfast four years ago the bakers could not do the Christmas ornamental work of their trade. Every year Englishmen and Scotchmen were brought over to do the work the Belfast men could not do for themselves. A class was started in the Technical Institute, or the room that was used as a Technical Institute, in Belfast four years ago, and now the Belfast men are doing the work that Englishmen and Scotchmen had to be brought over to do previously. I have sketched out some of the possible results, and also some of the practical results which have or might follow technical instruction, but my contention is this, that every single organization, whether it is a men's organization or a master's organization, and every single individual who is connected in any way with industries must co-operate with the Technical Instruction Committees, must go to them, must make inquiries and help them, and the Technical Committees themselves must not sit down, and must not preach to men outside, but must go round to the masters and bring them together, and I think that in this way you will accomplish much for the manufactures of the country.

REV. FATHER COAKLEY, O.S.A., Dungarvan—Mr. President, My Lords, ladies and gentlemen—Upon contrasting item number one, regarding the *role* of Technical Instruction Committees in fostering new and old industries, with the proposition in the latter portion of the resolution, and moreover, if such a scheme of instruction should include classes in book-keeping and elementary commercial studies, which students should be encouraged to join—contrasting these two statements I must confess that I experience considerable disappointment. In whatever aspect we consider the Technical Committees throughout Ireland—whether we consider them in the aspect of their *personnel*, or the powers they are invested with, or the very large sum of money over which they have control—I think it would be impossible to over-estimate the part that the Agricultural and Technical Committees will play in the Industrial Development that I hope is in store for our country; but I think myself that a very great mistake has been made in confining the instruction from this Conference to the Agricultural and Technical Committees merely to instruction in book-keeping and elementary commercial studies. I think that this Conference should take a wider and bolder view of the situation, and give a good advice and direction to the Technical Committees throughout the country, that will be at once commensurate with their wide powers and the magnitude of the problems with which they

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have to grapple. The Industrial Development Association during the past three years has undoubtedly won for itself the sympathy and support of nearly every section of Irish public opinion, and I say to all who are interested in the industrial welfare in Ireland, and to those assembled here to-day—because this is to a great extent a parliament of Irish commerce—that unless this Conference boldly faces the problems that lie before us, and unless it attempts to provide for an adequate solution of this problem, then I think our Association will to a great extent forfeit the confidence which up to the present it has justly acquired; our deliberations will be shorn of their utility and this Conference will sink to the level of an academic Debating Society. I think myself that this Conference might justly recommend the Agricultural and Technical Committees throughout Ireland not merely to include in their schemes of instruction elementary commercial studies but also advanced commercial studies and the higher type of technical training, and above all, that they should recommend the Agricultural and Technical Committees throughout Ireland to make adequate provision for university training, and the higher types of technical training, such as, for instance, the amount of science necessary to acquire the degree of Bachelor of Science, and the amount of engineering knowledge necessary to a degree of Bachelor of Engineering. These two degrees are absolutely impossible without corresponding Intermediate and University training. Secondly, it is, in my opinion, and the opinion of those whom I have the privilege to represent, that Agricultural and Technical Committees throughout Ireland should endeavour to grapple with this University Question. To my mind there can be no hope for industrial development in Ireland, no hope that our country shall attain that position to which she is entitled, alike by the greatness of her resources and the ability and genius of her children, until Irish children receive the same training and enjoy the same educational privileges that the children of other countries enjoy. Now, this is a very important assemblage, and I think that it is absolutely necessary that from this assemblage should go forth an expression of opinion upon the close and intimate connection and interdependence between university education and commercial progress. Every civilised country in the world bases to a great extent its commercial prosperity upon university training. Technical Committees throughout England are making liberal provision, through a system of graded scholarships, whereby students under their jurisdiction can climb from the primary schools to the University. Mr. Fletcher, in his very able address, spoke of the tremendous part that can be played, and is being played, in England and in other countries, through the medium of the Technical Committees. Through the medium of the Technical Committees they looked for the captains of industry to emerge. That also is my opinion. We must try and bring education down to the masses of the people, and by a system of State-aided scholarships give equality of opportunity

even to the poorest in the land, so that from the labourer's cottage or from the cabin of the man who works in the docks, the future captains of industry may climb, if they have the brains and character, up to the very highest positions in the State. Actuated by these motives, last June the Dungarvan Industrial Development Association passed the following resolution:— "That as the absence in Ireland of the facilities whereby equality of educational opportunity is secured prevents the brain power of the country from being fully utilised, and constitutes a very serious impediment to its industrial development, this Conference respectfully requests the Agricultural and Technical Committees of Ireland to establish a series of ascending scholarships, reaching from primary school to University, on the lines suggested by the Dungarvan, Co. Waterford, Agricultural and Technical Committee:—Three Intermediate Scholarships of £20 each, tenable for three years, in any approved Boarding or Day Intermediate School in the County of Waterford, to be competed for by the pupils of the Primary Schools, National or otherwise, of the County of Waterford; and three University Scholarships of £40 each, for three years, in some Institute in Ireland of University rank, to be competed for by the pupils of the Intermediate Schools of the County of Waterford. A knowledge of the Irish language, of Irish history, and of the history of Irish (Gælic) literature to be essential to each Scholarship." At their last meeting, to their credit be it said, the Agricultural and Technical Committee of Waterford, under the presidency of my friend Mr. Thomas Power, unanimously adopted that scheme at their meeting in July. Copies were to be sent to every committee throughout Ireland, and already some counties have adopted it, notably the King's County, and last week the County of Wexford and the Counties of Kildare and Wicklow had moved in the matter. It was my intention to move an amendment, consisting of those words I have just read out, to the first resolution, but the Chairman having ruled it out of order I shall bring it up as a substantive motion at the close of the agenda paper to-morrow evening. Some of you may think that the springing upon the Conference of this resolution with regard to the University question is a breach of the golden rule to which the President alluded, and that we should be encouraging sectarian or political subjects. Far be it from me to introduce an element of discord into an assembly such as this. To my mind the University Question is not a political question, much less a sectarian question. The University Question is a question of national importance. It is said to be a merely political one. It has long since ceased to be a sectarian one. It has now become a business one, and I and those who think with me are strongly of opinion that were Trinity College as Catholic as it is Protestant, and were it as thoroughly Nationalist as it is Unionist, there would be still in Ireland a University question, not as acute as at present, but still a question requiring immediate settlement for the vital interests of the country. There is no hope for industrial development in

Ireland, there is no hope that we shall be victors in the keen competition of commerce, if the Irish youth does not enjoy and receive the same educational advantages enjoyed and received by the youth of other countries. In Ireland there are no institutions which are capable of meeting the pressing necessity for commercial progress, and even if these institutions were in existence the masses of our people would still be unable to avail of them, for the Irish system of education is not sufficiently democratic. Education, even University education, should not be a monopoly. It should be accessible to even the poorest child. In Ireland, the poor man's child, whether he be Catholic or Protestant, is being made the victim of a most vicious system, and a most antiquated ascendancy. The poor person does not get the chance that an enlightened Government would give. All foreign countries have established an educational ladder reaching from the primary school to the University. The establishment of that educational ladder is the meaning of the resolution of the Dungarvan Association, for which I claim your kind sympathy and support, and I think we shall do no better work during the days of our Conference than if we help to give, for the first time in history, equality of opportunity, and give to the poor man's son a chance of developing the character and talents that God has given him.

THE REV. P. J. DOWLING, C.M., CORK.—Mr. President, My Lords, ladies and gentlemen, I have had the agreeable duty of assisting at four Industrial Conferences since I took up the Industrial Question in Ireland. Three of the four vanished within a year—no tangible results were arrived at ; but I do hope that this Conference shall not pass into thin air. What I shall take up now is a special point, and I shall address myself to it. The suggestion here is that the local Committees should deal with existing industries and probable industries. I suppose, apart from the actual permanent officials of the Department, there is no man in Ireland who has been more in touch with the technical interests of the country than I have. I have gone round, and I have, as a gentleman said here to-day, practically baptised Technical Education in Ireland ; and going round afterwards I was confronted by the Technical Committees which sprang into existence since my previous visit, and the constant question was what industries can be established ? They were all willing to do what they could ; but the whole question that confronted them was what industries are we to establish. It is all very well to talk of industries in big places like Dublin, Belfast or Cork ; but go to Tralee, or Mitchelstown, or any of the small towns in which there is no industry existing, and the question with these people there is "What industries can we establish?" Already, two or three times, I have approached the Department in reference to this matter, and to-day, as we have the responsible officials of the Department present, I will put clearly before them my solution of this difficulty. I believe their sole *raison d'être* in

Ireland is to teach the people, and they are teaching the people efficiently in certain directions ; but I maintain that if the Irish people are ignorant of other industries, they are bound to teach them these also, and to train them in them. And as the very first step in my argument I maintain that owing to the condition in which Ireland has been in since the twelfth century, the people are in lamentable ignorance of what may be called commercial instincts. In that admirable speech we heard there from Mr. Gatty, we were told the Irish people are rather inclined to sink their money in mines in Mars, if a favourable prospectus is placed before them, but with regard to sinking money in any industry in their own towns, there is no excuse that can be found, and no argument that won't be furnished to persuade them not to put their money in them. Here is a condition of economic ignorance that does not exist in other lands, and in other countries even carmen on the stand have their pound, or two pounds, or three pounds, in some little commercial undertaking. They have been trained to this—they have commercial instincts—instincts which have sprung up in their land and in which they have been educated. My proposal—and I think it is a practical one—is this :—that it lies with the Department not to bring the people to a certain stage and leave them there; I maintain there is a further degree of education required for our people and that is that they will train the people to put their money into these industries. I have suggested to the Department what I might call a Travelling Fund of £50,000 or £100,000, and the procedure of applying that Fund is this :—that the officials of the Department take into their councils all the experts that they can, that they wish to consult with, and discover in a certain locality or district some industry that would pay, or should pay, and having discovered it, let them put £2,000, or £3,000, or £5,000 into it, start it on perfect lines, work it on two or three years, and then when it was paying 4 or 5 per cent. sell the factory out, and put the money so realized into another factory elsewhere. Now, I ask the audience, is not that a practical solution of the immense difficulty there is in Ireland? If the Department three years ago had taken in my suggestion there might be in Ireland to-day thirty or forty industries or factories earning four or five per cent., and around them would be hundreds of men ready to buy them out and have a share in the earnings of the factory. And until this is done we will be educating our people up to a certain stage and then leaving them there, and the only result will be that they will emigrate. As Mr. Gatty says, the standing objection to this springs from the delicate economic conscience of England. That economic conscience of England states we cannot interfere with private enterprise. Well, as far as I know but England and China stand together in this respect, and in China an honest Mandarin will cut the head off a fellow for succeeding in an industry if he doesn't pay him enough. But these two lands stand alone in that. All the world over there is no progressive country in which the Government has not assisted infant industries. Where

would the development of Germany be to-day if the German Government hadn't subsidised fleets of steamers, if they hadn't subsidised private dockyards, subsidised private industries, and given special railway rates for them? If this talk about this economic theory that they can't interfere with private enterprise had been acted upon in other countries where would the development of Canada, of Belgium, and of Australia be to-day if the governments of these countries yielded to this namby-pamby tenderness about private enterprise instead of helping struggling industries to compete with the industries of the world? And therefore I put it publicly before the Department as a thing that can be done, because to a big government like England, that is drawing an income of £3,000,000 surplus taxation annually out of Ireland, £100,000 would be only a mere bagatelle to them. If what I suggest were carried out I am perfectly certain that in ten years' time the face of the country would be changed with regard to industrial enterprise. The only thing that lies in the way is that it would interfere with private enterprise, and I appeal to the Department—they are an Irish Department—to shake themselves free from the trammels and shackles of old English moth-eaten traditions. They should stand by Ireland, and with Irishmen, and they should adopt the line of policy of those foreign countries and help every struggling industry as far as they possibly can. I point out the way to them, and it lies with them to adopt the responsibility whether they will follow it or not.

MR. T. P. GILL, Secretary Department of Agriculture and Technical Instruction.—Mr. President, My Lords, ladies and gentlemen, the time of the discussion is closed, and you, sir, have informed me that it is not possible to make reply to the various criticisms that have been made here to-day. I therefore only rise to say that I regret that the time allowed to the discussion of this vast and vital subject has necessarily been so limited that it is not possible for me at any rate, to reply to many things about which I should have liked to have said a word. I should have liked to give an answer to several matters that have been said, and especially I should like to reply to Mr. Gatty, some of whose statements I can only characterise as grossly misleading. I refer especially to his remarks upon Sacred Art. There happen to be many persons in this room, including His Lordship the Bishop of Cloyne, His Lordship the Bishop of Waterford, Mr. Edward Martyn, and I think I saw Miss Purser here who, on the one single point of the encouragement of Sacred Art could have borne me out in the statement that I make, namely, that zealous efforts, whether intelligent or not, were made, and have been making to induce the Church in this country to give its patronage to the work of Irish craftsmen and artists, and to prepare in the various schools throughout the country Irish craftsmen and artists to meet this great demand, and that these humble efforts such as they were, were undertaken a long time before Mr. Gatty honoured this poor country with his brilliant notice. I shall say no more, as it is not possible to take up the subject that has been discussed in a large way.

THE PRESIDENT.—Now, My Lords, ladies and gentlemen, I am going to put this resolution, which I don't think I need read; you have all got it before you on the paper. Those in favour of it will say Aye—to the contrary, No. I declare that resolution carried.

The Conference then adjourned for luncheon, and as the delegates rose to leave,


THE PRESIDENT said—As the discussion is upon the Trade Mark question, may I ask for an early and punctual attendance, because some poor speaker will be deprived of his time if you are not here as the clock marks two.

On resuming after lunch,

THE EARL OF DUNRAVEN proposed “That it is expedient that a registered trade mark should be obtained for the use of the members of the Industrial Development Associations, and that a Committee be appointed, with power to carry out this matter, the expenses to be paid by pro rata contributions from the different Associations now in existence.” He said—The resolution I have the honour to propose has to deal with the expediency, I might say the necessity, of a registered trade mark for Irish manufactures and goods. That is a proposition of so simple a character that it requires, I think, very little argument in support of it. It is quite obvious that if Irish industries are to be revived and recreated, a sufficient legitimate protection should be given to these industries. There is a desire, a very strong desire, which I am sure amounts to a determination, on the part of all of us in Ireland to buy Irish-made goods, and when such is the case it is obvious there is a great temptation to others to foist upon us goods of a different origin. And beyond that, I have not the slightest doubt that Irish industries will not be content with the home market, but will push themselves into the markets of other countries, and then again they will require protection from imitation. Protection of this kind is absolutely necessary for the manufacturer, for the buyer, and for the labourer; necessary for capital, whether it be capital in cash or capital in labour, in brains, in muscle or sinew that is employed by the Irish manufacturer, and it is necessary also, in my opinion, for the consumer. I want to buy Irish goods, and I want to be sure it is Irish goods I am buying; I want to be sure of the origin of these goods, and everybody, from the highest to the lowest, who buys these goods acts in a sense as an advertiser of these goods. I want, if I use these goods myself, and recommend them to the people staying with me, I want to be perfectly sure that I am not telling a lie when I say that these goods are made in such a place and are to be got there. So I think protection of this character is desirous. My natural economy may suffer severely if I buy spurious produce instead of Irish produce. It is possible I may be damaged in soul, and in the more sensitive part—my pocket—if I have spurious goods

toisted upon me instead of Irish goods ; and it may be detrimental to my morals in asking people to buy Irish goods when they are not Irish at all. Therefore, for all those reasons I am sure this Conference will be of opinion that a registered trade mark should be employed. That sounds a very simple proposition, but when we come to look at it it is not so simple as it appears to be. There are obviously a great many technical difficulties to be overcome. I would recommend therefore very strongly to the Conference the second part of the resolution, that a Committee should be formed to deal with the subject and investigate it. It will not be an easy matter to find a registered trade mark equally suitable to produce and to manufactured articles. It will not be an easy matter to decide in what way the trade mark is to be employed. For textiles it could be easily woven into them, but for other articles it will be necessary to have a mark that cannot be easily imitated. Then there is the design and character of the trade mark ; that is to be considered. I do not know exactly how far, in their present capacity, these Industrial Associations can make out a trade mark ; that is to say I do not know whether it is necessary that they should be given some kind of a composite character to enable them to defend a trade mark. It is perfectly obvious that a trade mark that cannot be upheld in law is no good at all. My impression is that it is not necessary that the Association should be incorporated for that purpose. There are a great many other matters that the Committee would have to investigate into. It is obviously very desirable that big concerns having their own private trade marks, and relying on them, should be induced to come into this. I see no particular reason for a big manufacturer who has his own trade mark to adopt the trade mark of the Association, but I do not see why the private trade mark of the Association could not be used in addition to the trade mark of the manufacturer. There are a great many matters of that kind that obviously can only be investigated and thrashed out by a strong and small Committee; I say a strong and small Committee, because in my opinion smallness is strength in such a Committee. For that reason on those various points of difficulty I have raised I must express no opinion at all. The only suggestion that I would venture to make is this, that I think it might practically assist the Committee if they were to do something in the nature of offering a prize or prizes for the best device for a registered trade mark. That would at least give them the advantage of suggestions that would emanate from all parts of the country. I should like to express the very strong hope that this trade mark may become morally at least, if not legally, a guarantee of more than origin ; it should be a guarantee also of excellence, because however patriotic we may be, or determined we may be, to buy Irish-made goods, that effort will not succeed unless the goods are of good quality. I should like also to point out the success of our foreign rivals in many things, of the Danes, and the French, and the Americans, largely in small manufactured articles, was due almost entirely to the

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infinite pains they took in packing their articles, and presenting them to their customers in a neat clean fashion that appeals to their taste. You may be certain that if you have two articles of equal value on the market, the one which is pleasing to the eye will very soon beat the other out of the market. I do not think it is possible to pay too much attention to the way in which the article is presented to the customer. In that respect I think we in Ireland ought to have no difficulty over our rivals, because the artistic taste is very widely diffused among the Irish people. I know myself of the case of a man not very far from London who had a large wine agency, and who for conscientious reasons gave up that agency. He cast about to find something to do and he set about buying up cream in Surrey and sending it into Devonshire, the home of the industry, and he is now doing a good trade there, not by reason of the cream being anything better, but he made it up in tasty little jars and so created a great trade. I hope in the course of time the registered trade mark will not only guarantee the origin of the goods, but that it will also be a guarantee of the excellence of the article, and of the artistic taste employed in putting it before the public.

MR. JOHN P. BOLAND, M.P.—At the present moment there is no legislative provision as regards Trade Marks which is applicable to the matter now under discussion at the Conference. I lay stress on the words “in operation,” because the Trade Marks Act of last session does not come into operation until the 1st of April, 1906. When that date, however, has been reached, we shall be in a position, according to the terms of section 62 of the Act, to take those steps for legally protecting Irish manufactures which previous Trade Marks legislation had not afforded us. Of course it will be understood that I do not refer to the use of private Trade Marks, owned by individuals or firms. A national Trade Mark is what we require. Its adoption will not in any way conflict with the value of existing Trade Marks to long-established Irish firms; but it will safeguard our smaller industries, for it will invest them with a distinctive national character. For all our manufactures, large and small, it is, I consider, an absolute necessity, if we are to protect ourselves against shams, British as well as foreign, that steps should be taken to get an Irish national Trade Mark registered next April. With the character and constitution of the Association to be charged with this duty, and to be invested with the ownership of the Trade Mark, I shall deal after I have read to you this important 62nd section of the Act of 1905. “TRADE MARKS ACT, 1905. (Special Trade Marks.) Where any association or person undertakes the examination of any goods in respect of origin, material, mode of manufacture, quality, accuracy, or other characteristic, and certifies the result of such examination by mark used upon or in connection with such goods, the Board of Trade may, if they shall judge it to be to the public advantage, permit such association or person to register such mark as a trade mark in respect of such goods,

whether or not such an association or person be a trading association or trader or possessed of a goodwill in connection with such examination and certifying. When so registered, such trade mark shall be deemed in all respects to be a registered trade mark, and such association or person to be the proprietor thereof, save that such trade mark shall be transmissible or assignable only by permission by the Board of Trade." With the other provisions of the Act we are not here concerned. For our immediate purpose, the important points of section 62 are : (1) The Association need not be incorporated as an essential preliminary to obtaining registration of a Trade Mark ; and (2) the Association need not be itself engaged in trade. It is, accordingly, clear that Industrial Development Associations such as we are happily becoming familiar with all over the country, can register a Trade Mark and allow it to be used by those of its members who comply with the necessary conditions. But in this, as in everything else, union and unity make for strength. Our ideal would not be attained if the various Industrial Development Associations throughout the country were each to register a separate Trade Mark. I do not now wish to discuss whether or not a central association is required in the interest of the industrial movement as a whole. I am, however, strongly of opinion that, as regards the national Trade Mark, one central body is a necessity in respect to both ownership and administration. It alone should have power to stamp goods with what I may term the hall mark of Irish respectability, and it should be only to members of the affiliated associations throughout the country that such a privilege should be open. This is a matter which concerns all Ireland. Local or even provincial Trade Marks could not win universal recognition. On the other hand, I am confident that with the enthusiasm for Irish industries now prevalent, of which this Conference is a proof, before a year had elapsed from its registration, the Irish national Trade Mark would be known throughout the world. It is a well-known fact that the Merchandise Marks Act does not give us the necessary protection against foreign imitations of our Irish products. Still less does it protect us against British shams, such as the so-called Donegal homespuns made in Yorkshire mills, or the Erin-go-bragh match made in Liverpool. As regards this last-named article, I should advise British manufacturers to take the trouble of spelling their Irish correctly, before they endeavour to foist their wares on an Irish public rapidly becoming alive to the value of its national language. "Erin-go-bragh" gives the case away to the Irishman for whom *erín go bragh* has a real significance. As regards homespuns, it is a sign of the times that the Donegal Homespun Association has adopted a Trade Mark of its own—*ball veapig*—of which the historical interest is a real one. A birth mark in the family of the O'Donnells, the reigning chiefs of Tirchonail, was a red spot on the chest. Hence the term *ball veapig* came to be used as an indication of genuineness. If Cork and Kerry take similar steps to stamp their genuine homespuns, one of our few remaining

cottage industries will be preserved. Now take the case of Irish lace. Only a few weeks ago I learnt that the Custom House in London had detained, pending inquiries, a consignment of so-called Carrickmacross lace from Germany. It was pure imitation. Even so, the Custom House authorities were advised that they had no power to confiscate it under the Merchandise Marks Act. The most they could do was to compel the consignors to term it "Imitation Carrickmacross Lace, made in Germany." Now supposing that our national trade mark is attached, by label or otherwise, to every piece of lace that leaves Ireland, and that every would-be buyer of Irish lace demands that proof of genuineness, we shall have a hold over the retailers in England and elsewhere who at present have no scruples about selling the imitation for the real article. Moreover, I believe that such is the genuine spirit of enthusiasm in the industrial revival, and given the existence of a national Trade Mark, you will have enlisted in your support an army of amateur detectives all the world over, who will be on the look out for frauds, and who will report them to your Association. I sincerely hope, therefore, that this Conference will unanimously agree to the proposed resolution, and that a committee will be formed to go thoroughly into this question of a suitable national trade mark. The committee could then, in order to arouse widespread interest, offer prizes for the best designs for the Trade Mark. This would not only lighten its own labours, but would make a direct appeal to the inventive genius of Irishmen to exert itself in furtherance of a national object. When it has been registered, the question will arise as to the best means of getting the Trade Mark known. In Ireland it will advertise itself. As regards the rest of the world, the present rage for picture postcards naturally suggests itself as the readiest means to hand of dispersing knowledge. If, in addition, every one in Ireland, who has occasion to write to correspondents in England or abroad, were to use, for a period of say six months, Irish made notepaper, with the Irish trade mark where a crest is usually found, he would both advertise the Trade Mark and support the enterprising paper manufacturer who put the required article on the market. I am told that it is very unusual now to have crests on notepaper. In that case it can be no hardship for the few who still use them to adopt this suggestion. After six months they might return to the use of their family crests, confident that at no loss to themselves, they had accomplished a patriotic feat in advertising the national Trade Mark of all genuine Irish goods. For those who never use crests the suggestion is still easier of adoption. I beg to second the resolution.

MR. JOHN IRWIN, J.P.—Mr. President, My Lords, ladies, and gentlemen,—The speech we have just listened to by Mr. Boland has left very little for me to add to the remarks which he has made. As an Irish manufacturer myself, I am in hearty sympathy with the proposal that some system should be

adopted whereby every article manufactured in this country be it small or be it large, should bear on the face thereof the fact that it is made in Ireland. I entirely agree with what Lord Dunraven has said regarding the quality of the articles made in this country. They must be of excellent quality, and they must be made up so as to meet with the approval of the consumer, who is the person to be pleased. I hold we can manufacture goods in this country quite as good as they can at the other side of the Channel, and I think there need be no conflict between a national mark and that of the private manufacturer himself. Every manufacturer desires to have some particular mark whereby his own make will be identified. That is very laudable; but at the same time we are suffering from these mock articles that are sent into the country, even as you have heard in the case of Carrickmacross lace. The formation of a central body to deal with this matter is absolutely essential. The Committee should be formed representative of the four provinces of Ireland, and I think the Cork Industrial Development Association are acting quite properly in suggesting this. As Mr. Boland has said, the very fact that we have a trade mark by which we will be able to identify an article as Irish will set up members of a huge national vigilance committee. Some six years ago I revived an industry which had been in former days an important industry in the County Dublin, that is paper manufacture, and I endeavoured, as I thought every Irishman ought to, to turn out my wares in such a way as to please everybody, and to compete fairly and squarely with what is coming into the country. A short time ago I had to bring under the notice of the Dublin Industrial Development Association the fact that there were bales of paper being landed on the quays of Dublin with a label with green shamrocks on it, and as near as possible as they could get to the trade mark used by myself and another manufacturer in Dublin. The Dublin Association took the matter up and the importers were written to regarding it, with the result that it was discontinued. I think it is incumbent on all of us, no matter what our creed or politics, to stand together as one man in this matter, and assist in the development of the national resources of our country. While we cannot attain everything there is a great deal we can attain.

MR. GEORGE PERRY, Dublin.—Mr. President, My Lords, ladies and gentlemen,—I hold in the capital of Ireland that we have done some good. The question of a trade mark to protect Irish industry at home and abroad was in the very early stages of the Association put before us and very carefully considered. The resolution here to-day may meet all the requirements of that protection that is so much needed in every article of use. This is an important subject to every manufacturer, let his goods be what they may. The want and demand for Irish-made goods in America that can be guaranteed so are of a very urgent character, and I have been informed that there are people coming from America and investing ten, twenty and thirty

pounds in Irish goods here, and after paying duty to the American Government they reap a handsome profit. This question will have to be firmly treated, because a great many points will arise as to what is Irish manufacture and what is not. They will have to be dealt with by a committee, and I support heartily the resolution that a Committee should be formed. I might suggest that three from each of the organizations in existence would form a large committee, and out of that committee would be formed a working committee to consult and bring up a scheme for confirmation to the general committee to be adopted. This, I believe, will be one of the most important steps that the Association could possibly take. As regards the establishment of this mark, it will be to every one who buys Irish goods in France, in Italy, and elsewhere, a guarantee and a protection that they are buying what is made in Ireland, and I might mention that the consuls in our city have given to us and will give every assistance in their power in promoting Irish-made goods.

ALDERMAN COLE, Dublin.—Mr. President, My Lords, ladies and gentlemen,—There is one point in connection with the matter that I think the Conference should give some consideration to, that is that the Conference should recognise and that the Industrial Associations established throughout the country should recognise, the intimate relation which the origin of these associations has to the great intellectual movement which is known generally as the Irish Revival. It is to my thinking a matter of necessity that all these important material concerns should be examined, especially in anything of an urgent nature. We want, I take it, to impress not only on the outside world, but more important still, our own individuality in this matter of industrial resurrection; we want to stamp upon this movement the self-confidence of the entire nation acting together as one man in a great movement not only for the resurrection of the nation, but to put it into such a position that it can stand, and will stand all outside competition. If we had that, if we linked the intellectual with the material, we will create—acting upon and influencing the development of the industrial movement in Ireland—a position which will make it irresistible; but I fear if we look upon this movement solely from the point of view of selfish interests, solely from the point of view of industrial movements which have been in Ireland in former years, which have crumbled away for the want of a guiding influence, the same will be the fate of this movement. Need should be given to the necessity of identifying this trade mark with the Irish revival, which means the adoption of the Irish language. Such an act would impress the individuality of the Irish people both before themselves and before all whom they had to deal with. It would make it clear to the Irish people, and to all who buy Irish goods, that these goods were made in Ireland. It is a simple way of making such a trade mark as would have a national characteristic about it, and would make it impossible for any other nation to

adopt it or confuse it with any one of their own. I am glad, and I am sure it is the general feeling of the meeting, that some such broad direction should be given to the Committee to be formed, as regards the nature of the trade mark, and I am sure they will accept such direction and guidance from this meeting, and carry it out in such a way that we will approve of it.

REV. P. J. DOWLING, C.M., Cork.—Mr. President, My Lords, ladies and gentlemen,—If I may be permitted to give some examples for the necessity of a trade mark, I will do so. I saw on one occasion in Australia, in Sydney, in a shopkeeper's window, bottles labelled "Dublin Stout, bottled by Liffey & Company." Now I knew that there was no such firm in Dublin as Liffey & Company, and I had the curiosity to walk into the man and I said to him, "I am a Dublin man," and asked him if it was really Dublin stout he kept, and he confessed that it was Australian porter, but that the sale was larger because he had labelled it as Dublin stout. At the time of the Queen's Jubilee it was conceived by the Germans that there would be a considerable demand for Irish bog oak. Several firms in Germany manufactured bogus bog oak in the shape of ebonized wood, with the result that this country was flooded with German bog oak. A number of German officers came over here at the time and made purchases of various articles of, as they thought, Irish bog oak, but what was their astonishment when they carefully examined the articles, to find that they were made in Germany. There are manufacturers in Germany, and they have agents all over the world, and when they find an article in demand in the market they immediately get samples and try to produce it in their own place, and if they can do so, they write to the leading markets where it is in demand and say "we can produce this article," and then they undersell the original manufacturers. I saw for myself in Germany, and manufactured there, Glasgow tweed made by McClintock & Company, Glasgow. As an instance of the advantage of the trade mark I might point out two examples from personal experience. In Australia there was considerable difficulty in creating a market for Australian butter. The heads of the departments set themselves to consider what they should do. The first thing they did was to put an Australian trade mark, and the result was that the demand for the butter leaped up by hundreds of thousands of pounds. Again, in Sweden they were anxious to create a butter trade, and the first thing the Government did was to establish a national trade mark by which Swedish butter would be known as well as Danish butter, or any other butter, and in three or four years the butter trade of Sweden had gone up to such an extent that there are three distinct lines of vessels carrying on the butter trade. If the General Council adopts this idea of having a national trade mark, I think they must adopt the principle that they will not allow that trade mark to be used unless in an article that is worthy of Irish work. If we have a national trade mark, backed up by a good article,

well manufactured, and well placed on the market, we cannot expect that any other result will follow except that which has occurred in other lands—that a good article will develop a good market.


THE RIGHT HON. THE LORD MAYOR OF CORK—Mr. President, My Lords, ladies and gentlemen—If you only look to one of the papers published last week you will find an important and also a particular matter. You will find that two gentlemen went into a shop and one bought two ounces of tobacco and the other purchased four ounces, each asking for Gallaher's. The young lady inside the shop sold the stuff as Gallaher's. One of the gentlemen who purchased it must have sent it to the manufacturers, for the manufacturers sent me a copy of a paper giving an account of a prosecution which followed, and the proprietor of the establishment said that if he were there he would have told the purchaser that they didn't sell any of Gallaher's tobacco, but that the young lady was only a short time in his employment. That four ounces of tobacco cost the proprietor of the shop $\text{£}8$ 11s. 6d., for that was the amount of the fine, and the magistrate presiding said that he dared say it was one of those loose practices that he was a bit afraid was too prevalent in trade at the present day. There was no law to prevent one calling that chair in the room an Irish chair, but if I sold it to anyone and told him it was an "Irish-made" chair, they could prosecute me then. There is a very great difference between people going to a house and asking for a thing with an Irish name on it, and saying "Is this Irish-made?" I may tell you that when a manufacturer's agent to whom I was speaking mentioned this thing to me, I said to him, "I could not prosecute in such a case"; "Oh," said he, "you can call an article what you like." I recollect that in the city of Cork things used to be marked "American So-and-so." They didn't pay and the custom died out. The articles were not made in America—they might be made in Glasgow. It was only a way of putting a catchy name on them. I am constantly endeavouring to impress this upon the people, and I must certainly say to one gentleman's credit in connection with the United Trades' Association, that he took up the case at one of their meetings, and he advised the people when they were purchasing an article to insist not that it had an Irish name but that it was Irish-made. It would be illegal for a shop-keeper to sell goods as "Irish-made" when they were not Irish-made, and then a prosecution could be instituted. This is going on every day. A gentleman has spoken on the subject of matches. It was very easy for the shop-keeper to give Irish-made matches, and I would like to see the shop-keeper that would sell that 'Erin-go-bragh' match when he was asked for Irish-made ones. It would be a very dear sale. If people would only see to that they would do a great deal of good. A person might tell me that this coat on my back is Irish: but if I said to him, "Is it Irish-made?" he would then hesitate, perhaps, to press the article

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on me. If it could only be impressed on the people of the country the fact that asking for Irish-made clothes, Irish-made tweed, Irish-made tobacco, Irish-made snuff, and Irish-made mustard, and so on, it would change the face of things altogether, for I know that there are very great advantages given in selling the foreign article. There are great advantages and great inducements to the shop-keeper to keep the other articles. You can't blame the shop-keeper. He must get everything that is sought for by his customers. You have English, and Irish and Scotch customers; but those who wish to encourage Irish industry, if they insist on getting Irish-made articles, the shop-keeper must keep them, unless he wished to subject himself to a prosecution similar to the one I have referred to.

MR. JOHN SWEETMAN.—Mr. President, My Lords, ladies and gentlemen, I think what Lord Dunraven stated at first does not require very much argument, for we all agree that a trade mark is required. Therefore, I shall not say a single word upon that point. I have myself thought that the question is more or less self-evident. The second portion of the resolution takes the form of appointing a Committee to decide upon the point. That I think is the real practical point before us. Mr. Perry suggested that if a certain number from all the Associations present were appointed, they would then form a sub-committee; but I think it won't do for us to pass the resolution as it appears here without having something practical as to how this other Committee is to be formed. For my part, I quite agree with Mr. Perry's suggestion. Here is another point that Ald. Cole has brought forward, and that is that here is a new movement with regard to this trade mark, and are we going to support Ireland as a nation, as a national separate entity? That is the motive inspiring our cause. When I take the trouble to go and buy Irish goods it is not for the sake of the individual man that lives in Ireland, it is because I know that unless Irish manufactures are recreated Ireland must die. That is the reason that I take the trouble, and I think that that is the reason everybody here takes the trouble to get Irish goods. There is one word I don't like to use, because it is rather a cant word; but I can't imagine any other word to express my meaning which is that the bedrock, the foundation, of Irish Ireland is the Irish language. I may mention myself that I am a convert. I think most of the people that stand up here are converts to-day. I think very few had an idea of what this thing was seven years ago. When I first heard of this movement, ten or twelve years ago, it seemed to me entirely Utopian, but I said "I won't say a single word against it, though personally I can't believe it is possible." What changed me into being a strong supporter of the Irish language was because I discovered that in every country that regarded its language, the regard for the language increased ultimately the material prosperity of the country as well, and then I said to myself if other countries have done this, why should not Ireland do it.

I am myself heart and soul in this movement. I don't blame anybody else who opposes the movement, because I myself at first thought it absurd. All I want people to do is to consider the point whether if similar movements have succeeded in other countries it should not succeed also in Ireland. Therefore, I consider that one of the most important suggestions that have been made here is that given by Ald. Cole, that whatever we do it must be on the foundation of Irish spirit, and the spirit of any nationality was its language.

MR. E. CAHILL, P.L.G.—Mr. President, My Lords, ladies and gentlemen, I must apologise in the first instance for trespassing, so to speak, on your valuable time. To my mind Ireland is *in extremis*, and I say so when I regard the very different state of things now compared with what they were in my juvenile days. Forty years ago the trade of Cork was in a most flourishing condition, but now it has dwindled down almost to nothing. How could it be otherwise? In professional life you can take men in Ireland and put them side by side with the representatives of the professions in any other nation in the world, but in mechanism and in the manufacturing crafts you cannot do so. I remember I had a conversation with one of the principal manufacturers connected with the tweed industry, and he told me that when he called on some of the local shop-keepers in this city he would not be attended to, and it was only when he went abroad to America, Australia, and England, that the quality and worth of the goods were appreciated. As far as a trade mark is concerned I believe that nothing like sentiment will work out at present. We must educate the people, and impress on those at the head of things that they must work in a practical manner by getting the shop-keepers, who are the medium by which the manufacturers come into contact with the people, to stock Irish-made goods. Up to the present Irishmen didn't care apparently whether the nation was dying or not. There is no use in telling our young people to remain at home unless we provide employment for them. Every Irishman has a duty to perform, and he should discharge it unselfishly and fairly. This industrial movement is one which knows no sectarianism. If we want to be a nation, instead of a nursery for every country abroad, we must look to our own position, otherwise neither bishops nor clergy nor doctors will have a living here in Ireland. Ireland is in a state of agony, and unless we come to the front, and put our foot down and see that the articles we purchase are made at home, the position will be perilous indeed.

MR. W. R. SHACKLETON.—Mr. President, My Lords, ladies and gentlemen, In the first place I would like to say, as a member of the Flour Millers' Association, that my Committee have instructed me to say that the trade mark has their heartiest support. As regards the nature of the trade mark much has been said, but there is one thing that has not been touched on, and that is the practice of large dealers, both wholesale and retail, dealers

who are large enough to do so, insisting that manufacturers should supply them in packages marked with the dealers' name and not with the manufacturer's name. This is a practice they have introduced for reasons of their own, and in such cases the Irish trade mark, or hall mark, would be invaluable, because in an ordinary case the manufacturer's name is the index by which the buyer can tell whether the goods are made in Ireland or not. There is one practical difficulty that is going to come before the committee that is entrusted with the carrying out of this scheme, and that is that there is a little difficulty sometimes in saying what is Irish manufacture. Take almost anything you like to name. Take a suit of clothes. Few will maintain that a suit of clothes made of imported tweed and put together in Ireland is an Irish suit of clothes; and can we say that if the tweed is woven in Ireland from imported yarn that it is Irish tweed. On the other hand, suppose as an extreme case that the yarn is made in Ireland from imported wool, everybody I think will agree that the tweed may then fairly be called Irish-made tweed. It is a little difficult to lay down any precise criterion in the matter, and for that reason the power of issuing permission to manufacturers to use this trade mark will have to be left to the discretion of the Committee or Council. My idea is this—if the ownership, so to speak of the trade mark is vested in a thoroughly representative Central body, a body representative of the various associations, they might with very great safety delegate the granting or issuing the permission to use this trade mark to manufacturers to the Councils of the various Associations, who would know their own locality, and the manufacturers of their own locality. I merely throw out this suggestion for the guidance of the Committee who will deal with the matter. The point was raised by another speaker as to whether the use of the trade mark or hall mark should be confined to the members of the Association, or whether the Central Council, or Licensing Body, so to speak, should issue it to manufacturers who are not members of the Association. I hold very strongly it should be rigidly confined to the members of the Industrial Association, for all Irish manufacturers should be members of the Association. In the second place, if this trade mark creates a demand for Irish goods, as I feel confident it will, it will very soon drive those manufacturers who are outside into the Association.

REV. FATHER COAKLEY, O.S.A.—Mr. President, My Lords, ladies and gentlemen, I propose the following Committee.

PRESIDENT.—I think it would be better to carry the main resolution first, and then I will make a suggestion with regard to the other matter.

MR. T. R. LUTTRELL.—Mr. President, My Lords, ladies and gentlemen, my experience of shop-keepers is only one of three years, and during that time I have done everything possible to push the sale of Irish manufactures, and in this respect I have had a very different experience from the second last

speaker. The first year I bought all the Irish manufacture I could put my hands on. The second year I bought 33 per cent. more Irish-made goods than the first year, and the third year 15 per cent. more than the second year. One of the greatest difficulties we have in this country is that of Protection. The system of Free Imports is what really upsets our Irish manufacturers. I am speaking thus from an Irish point of view. What is the secret of the success of the German and American nations? To a certain extent it is this, that they have in their own markets a ready sale for their own goods, and what they cannot dispose of at home they send over here, and that is ruining our trade. They are dumping their surplus goods into this country. I am not at all in favour of Protection, but what I am in favour of is of protecting our trade, and I think that this trade mark will be our protection. In some cases there is a trade mark in existence, and I think most industrial manufacturers will stick to their own trade mark. I hold that the manufacturers who are making an inferior article will naturally die out, and that amongst Irish manufacturers the men who are making a superior article will come to the top. That is the way of all trade, and I think we need not be afraid but that after a few years' trading with the trade mark, people will find out that our principle is the best, and will buy what they think best. I would be sorry to think that shop-keepers are selling goods as Irish that are not Irish; but it is so reported in Dublin a good many times. I don't want to prolong the discussion. A great deal can be done by individual effort. Last week I made up my mind to see how many things that were Irish-made were my own property. I found that with the exception of one or two things I had nearly everything that was Irish-made. I wanted to be as near perfection as possible and on Saturday I went to a saddler to make a pair of boot laces for me in a hurry, and I stand before you here to-day wearing seventeen articles of Irish manufacture, and I hope that that can be said of every lady and gentleman here.

MR. WILLIAM FIELD, M.P.—Mr. President, My Lords, ladies and gentlemen, I desire, as a member of the Dublin Industrial Development Association, to corroborate what Mr. Luttrell has said. I don't believe in a Free Import system, but that question is not before us. The only protection we can have for our manufactures is something of the nature of a trade mark to identify them as being of Irish manufacture. It will be in the recollection of those who take a practical interest in this subject that books are made and printed in Germany and sent to Dublin in enormous quantities, and the German names taken off and that of an Irish firm substituted. The same thing more or less applies to many articles, and the only protection you can have under this miscalled Free Trade system is that we can protect ourselves by having the genuine article marked as Irish-made. That would be a great step towards the development of Irish Industries. The matter has been thoroughly ventilated, and I don't want to travel over

ground lately traversed ; but I think this resolution should be passed without very much further discussion, and the Committee appointed to determine what practical steps should be taken in the matter. What we want is something practical to be done, and the first thing to do is to educate the people as to the necessity of using Irish manufactured articles.

PRESIDENT.—I now put the resolution which is before you on the agenda. All who are in favour of it will say "Aye."

The resolution was adopted unanimously.

PRESIDENT.—A paper has been put into my hands in which it is suggested that a certain number of gentlemen should be appointed as a Committee representative of the four Provinces, who are to meet to-morrow morning before our meeting, and bring up a list of names to constitute a General Committee, who will go into this question. The names I have been asked to bring before the meeting are for Munster, and I shall ask for information with regard to the other Provinces. The names are Mr. Boland, M.P., Kerry ; Mr. George Crosbie, Chairman of the Cork Industrial Development Association ; Ald. Joyce, M.P., Mayor of Limerick ; Rev. Father Coakley, O.S.A., Dungarvan ; The Lord Bishop of Waterford, the Mayor of Clonmel, representing that city, and I think we all feel that the name of Mr. Riordan, Secretary of the Cork Association should be included. I should like to suggest these gentlemen from Munster, and I have also had some names from other provinces. The Leinster names are Mr. George Perry, Mr. John Irwin, Mr. John Sweetman, Mr. Shackleton, Mr. Luttrell and Ald. Cole.

REV. FATHER COAKLEY, O.S.A.—I suggest the name of Miss Purser also as representing Leinster, and that the names of Capt. Shawe-Taylor and Mr. Edward Martyn be also added. I am informed that Mr. Sloan is not present, but Mr. T. W. Russell, M.P., is, and I move that he and Mr. Sloan be appointed from Ulster.

MR. GEORGE PERRY.—I propose that the Presidents and Vice-Presidents of each of the Associations at least be members for the time being of the Council.

PRESIDENT.—I think Mr. Perry has misunderstood me. The intention is to constitute a committee representative of each of the provinces who will meet here to-morrow morning, and then come to an end. I will just read out the list again, in order to be perfectly clear. Mr. Boland, M.P., Mr. Crosbie, Ald. Joyce, M.P., Rev. Father Coakley, O.S.A., the Lord Bishop of Waterford, the Mayor of Clonmel, Mr. Riordan, Mr. George Perry, Mr. John Irwin, Mr. John Sweetman, Mr. Shackleton, Mr. Luttrell, Ald. Cole, Miss Purser, Mr. Field, M.P., Capt. Shawe-Taylor, Mr. E. Martyn, Mr. T. W. Russell, M.P., Mr. T. W. Sloan, M.P., Mr. Thomas Phelan, Waterford, Mr. Ryan, Secretary of the Dungarvan Development Association, Capt. the Hon. Otway Cuffe. I now put the names to the meeting.

The names were adopted unanimously.

PRESIDENT.—I have no doubt the members of the committee will confer with the Lord Bishop of Waterford at five o'clock to arrange for a time to meet to-morrow morning, and draw up a report. I will call on the Lord Bishop of Waterford to move the third resolution as follows :—

(a) “ That this conference earnestly urges all Irish public bodies to give a decided preference to Irish-made goods, since such a use of public monies will encourage Irish industry, provide occupation in Ireland for our people, and thus lessen the burden upon the ratepayers in more than one way.

(b) “ That in order to prevent the impossibility of imported goods being supplied as Irish, all public bodies be requested to adopt Irish standard samples, and not to accept supplies unless sent direct from the manufacturers, except in cases where such is not practicable.”

THE LORD BISHOP OF WATERFORD said :—The third resolution on our agenda paper, which the President has just read out, is the question of Irish public bodies supporting Irish industries. Might I, in the beginning, thank the committee who had the trouble of drawing up this agenda paper, for the prominence which they have given to this particular point, a prominence which, in my opinion, it has not up to the present received, as it deserves. I take it that the term “ public bodies ” is used in the widest sense, and that it embraces those various ecclesiastical and civil bodies in this country that do the work of Church and State, and that it embraces in particular those various bodies such as County Councils, Corporations, and Town Commissioners, and others who employ daily labour, skilled and unskilled, and require, for the discharge of their duties, innumerable articles of various kinds that may or may not be of Irish manufacture. Outside of this there is a large number of public bodies who work mainly through residential institutions, and as time is much limited, perhaps it were better that I should mainly deal with bodies of the latter kind, only premising that any remarks that I make, and any arguments that I may use, regarding their duties, applies with equal, or almost equal, force to the other collection of bodies to which I have referred. In our Irish institutions as I have defined them, while it is impossible to say what may be the exact number of persons living in them, still we are able to form some idea from the fact that there are between 40,000 and 45,000 people in our Irish workhouses ; that there are half that number in our lunatic asylums ; that there are about 12,000 in our industrial and reformatory schools and State prisons making a total of something like 80,000. I suppose we will be well within the mark if we add to this some 20,000 to represent the residents of our schools, our colleges, our hospitals, refuges, monasteries, convents, and other institutions of a similar character. Then we come to find that there are 100,000 people who are

in one shape or another provided for by public bodies of the second class, and if you may assume that the number of articles that they may use, or that they may procure in Ireland, would cost in the case of each person an average of £10, which I suppose is low enough, at once you will see that these bodies have the spending of a million of money annually. For that reason I think it is of great importance to secure the practical support of our Irish public bodies for the promotion of our Irish industries, but to my mind the importance of attaching public bodies to the Irish industrial movement for the sake of the money they may spend in procuring articles of Irish manufacture, is of no comparison side by side with the influence which they may exert in the same direction over the country at large. Our Irish public bodies, as a rule, are all men of light and leading in their localities. They bring to the discussion of the matters and the articles which they require for the various institutions under their control a consideration on the lines of common action such as private individuals can rarely have; and then, what is more important than all, the results of their proceedings are published in the newspapers, and so up and down through the country, whatever action public bodies may take with regard to the articles they may procure for the workhouses over which they rule, will thus become within the knowledge and become a matter of conversation for people all over the entire country. For this reason I think we should endeavour, by every means in our power, to induce our public bodies to give a decided preference to Irish made articles. What do I mean by a decided preference? First of all, what is it I don't mean by decided preference? I don't mean that public bodies should be called to pay more for Irish articles than for foreign ones. I don't mean that they should take inferior articles because they are Irish, and pay the same price that they would pay for a superior article which is not Irish. What I mean is this, that articles being equal in price and quality, they should give preference to Irish articles; secondly, I mean this, that they should go to some trouble to get the Irish article. Unfortunately, as we all know, it is not very easy to procure Irish-made articles—at least of many kinds. If an Irish public body merely contents itself with considering what is offered to it, I am very much afraid they will not have done much for the advancement of Irish industries. What I do think is that our public bodies should make it a matter of personal interest, so to speak, to seek our Irish-made articles, to give the various articles that are brought under their notice full and fair consideration, and then, as I have said, when they can get articles equally good and equally cheap, which are Irish, by all means and without hesitation let them act. With regard to this matter perhaps I might be permitted to say what came within my own knowledge, inasmuch as I believe that in matters of this kind one fact is better than one hundred speeches. We have in my neighbourhood a governing body for a lunatic asylum, of which I happen to be a member. That governing body, I believe, in

the years that are passed did their duty with reference to Irish industries just as well, or if you like, just as badly as most other public bodies. It occurred to some of us when we were taking contracts for the current year that we would endeavour to do some practical work for the encouragement of Irish industries, and accordingly we had a list of all the articles in common use in the asylum made up. It numbered 70 odd. We struck out of that list articles that could not be got in Ireland, such as tea, sugar, etc. We struck out of it again those that should of necessity be provided in Ireland, such as meat, and things of that sort. There then remained some forty articles, or thereabouts, and we decided that we would try and do our best and get a tender from Irishmen for these articles. That was very much more easily said than done. To begin with, we didn't know where to look for the tenders. We knew certain persons who sold certain articles, perhaps numbering at the outside ten or a dozen, but where were we to get the other forty, so as to have fair competition. That was the difficulty. In our difficulty we turned to the Cork Industrial Development Association, and it is simply a duty of gratitude on my part to express my obligations to the Secretary of that Association for the invaluable assistance which he then gave me. We found out where we could get fair competition for these forty articles, but we were not over our troubles then, because we had the standard sample to deal with. Our standard sample was in some instances English, and in some instances our antiquated form of Irish standard sample, which would be a type of article that was made in Ireland, and moreover was in pretty common use in Ireland at present. Upon this point let me remark that I think it would be exceedingly injurious to adopt a standard sample that was not a type of article in pretty common use, for this reason, that everyone can see that the production would be expensive, and the manufacturer would be unable to compete. In the long run we did get standard samples for forty articles, and then we set to work and got the forty articles, every one of them, Irish made. Before I came here, a couple of days ago, I wrote to the storekeeper and asked him to give me a report regarding the way in which the matter had turned out, and he tells me in his covering letter, 1st, generally dealing with the matter he tells me that taken as a whole the articles that are now supplied to us as Irish-made are as good as those supplied to us previously. That covers the whole question of the forty articles, barring one, which has been objected to. In the enclosure he sends me a full list of the articles and the prices paid before and the prices paid now. I don't intend to trouble you with the list, but I may give you a summary in this way. About 25 of these articles are cheaper than the articles we were formerly buying, ten of these articles are somewhat dearer, and the remaining ten are about the same price. With regard to the articles that are dearer, I daresay that a mistake was made, but at all events it is not irreparable, for it will be for us to enquire carefully into the matter, and to see whether we can get in Ireland

articles of the same kind, and at the same price and quality, that we were importing previously. That is our experience in the matter, and therefore you will see that one-half of all the articles that we require is of Irish make, and cheaper than articles of similar character that we had been getting before ; one-fourth is at the same price, and the remaining one-fourth somewhat dearer. That being so there is evident proof that our public institutions can provide themselves beneficially with articles of Irish make, and if that be so, it is to my mind the plain duty of public bodies to act, and to act at once, and to act decisively. We must be careful in this matter. I have heard from time to time patriotic and intelligent Irishmen advocating the theory that for a time at least we might be called upon reasonably to pay more for Irish-made articles. That is excellent sentiment, and in private dealings it might be a very fair thing to say to me, but, ladies and gentlemen, sentiment will never support permanently a movement of this kind. If you put sentiment and interest clashing then sentiment will go down under the opposition of interest ; but remove the interest difficulty, place the two goods, the foreign article and the Irish article, upon the same platform and then you have a strong and irresistible cry to Irishmen who are worthy of the name to buy at the same price Irish articles of equally good quality. We ought, therefore, with confidence appeal to our public bodies in this matter. They are the men of light and leading in the country. They are the men who have a right to take the largest interest in the prosperity of the country, and I say they are not acting as Irishmen, and still more, they are not rising to the dignity of the office they hold, unless they give a very thorough-going and practical support to the movement for Irish industries.

CAPT. JOHN SHAWE-TAYLOR said—Mr. President, My Lords, ladies and gentlemen, we have a notable precedent for our present meeting. In 1779 the Irish Volunteers, composed of Protestants and Catholics, landlords and tenants, Northerners and Southerners came to an agreement not to import or consume foreign-made goods. Historians tell us that as a result of this policy Ireland enjoyed a period of unexampled prosperity. To-day, a hundred and twenty-five years afterwards, Belfast, Cork, Dublin and Galway have again sent their delegates into conference to see how best the manufacturers of Ireland can capture the Irish market. Is it too much to hope that our present assembly may be attended with equally satisfactory results for the industries of all Ireland ? Now, whatever policy may be adopted, it is natural that we should first turn for support to our popularly-elected bodies. We ask them to give us the lead, because we believe that where they lead private individuals will follow. We appeal to them, too, because they have annually the spending of some £100,000, which, if devoted to Irish manufactures could not fail to increase the present industrial revival. What then is the policy we ask them to adopt ? It seems to me that there are

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three policies which are uppermost in men's minds to-day. First, that our Boards should insist on protection from the State ; secondly, that they should establish a system of voluntary protection, by agreeing to pay more for Irish goods than for imported articles ; or thirdly, that they should give a decided, but not a financial, preference to all articles of Irish manufacture. Dealing with the first, that they should seek to obtain State protection by means of the setting up of tariff walls against England and other countries, it is pointed out that the United States of America built up their great industrial system of subsidising suitable industries ; that Guinness's brewery, perhaps the most successful of Dublin industries, owes its present position to the subsidy in obtained from the Irish Parliament. Now, whatever may be the advantages or disadvantages of such a system we must, I think, all agree that such a system of State protection is outside the realm of practical politics. Next, with regard to voluntary protection, in other words, that the Boards should give a financial preference to all Irish goods, thus securing protection by an unwritten law, by a law enforced by public opinion, there are many who favour such a course. It is, however, in my opinion, open to many serious objections. (1) That such a subsidy, or "grant in aid," is opposed to that spirit of self-reliance which is the watchword of all our Industrial Development Associations. (2) That it would make Irish goods unpopular with the consumers who already feel the weight of over-taxation, and demand economy and retrenchment. (3) It would frighten capital, for he would be a brave capitalist who would venture his money in an industry based only on possibly transient sentiment. (4) It might lead to retaliation, for if we were to boycott English goods by means of financial preference, it is possible that our linen, our butter, our cattle, our pigs, and other exports might receive similar treatment from England. (5) And this is perhaps the most important, it is covering up the real cause of our industrial backwardness, which are the want of circulating capital, lack of enterprise, need of technical instruction, employment of out-of-date machinery, instead of the greatest labour-saving machinery, and high transit rates. Such are the formidable objections against a scheme of financial preference. We now come to what I believe is the true policy, and it is that embodied in our resolution, that we ask "Irish bodies to give a decided preference to Irish-made goods." because we believe that such action will encourage home industries, will provide occupation for our people, and lessen the burden on the ratepayers by depleting the ranks of the unemployed and those chargeable on our rates. Such a policy—at once the simplest and nearest to hand—has this further claim to our consideration, that it has not yet been given a fair trial, for it is a regrettable fact that some of the Unions and Boards throughout the country, although supposed to be giving a preference to Irish-made goods, are in reality doing very little if anything, to assist Irish industries. It has also the great recommendation that you will thus be building your Imperial

system on a sound economic basis, so making it capable of infinite expansion, so that while to-day we are assembled to see how best we may capture the Irish market, it may be that next year, of the year after, we may be coming together to see how best we may secure the markets of England, Scotland, America and the Continent. While, however, adhering to the general principle that a decided preference should be given, but not a financial, preference, should be given by our public Boards to Irish-made goods, there undoubtedly may be exceptions to this suggested line of action. For example, an individual Board may know of the formation of a new industry in their own locality, they may feel practically assured of its ultimate success, and under such circumstances, might perhaps stretch a point, and for a year or two give a slight preference to that particular industry. Again, there are cases where the foreign manufacturers are deliberately selling articles below the market price in order to crush Irish manufactures, and then subsequently raise the price on the consumer, as in the Irish tobacco trade. Under such circumstances I think the Boards would be fully justified in paying the full market value. Or, again, where contracts were very close, with no appreciable difference in price, the home manufacturer might possibly be given a slight preference, but not permanent. Such are the few exceptions which serve only to prove the general rule. And so, while we do not ask for a financial preference, we do most earnestly appeal to all the public Boards of this country, North and South, to give a decided preference to Irish-made goods. It is, I think, a happy omen for the success of this policy that while the general Council of the Councils have unanimously adopted a resolution, inviting "The Irish public generally, and all public bodies that are elected by Irishmen to contract for and use only Irish manufactured goods, when they can be obtained at a reasonable rate." Within the last few days the Cork, Blackrock and Passage Railway, when issuing tender forms, has had printed upon them in red ink, that "A decided preference will be given to Irish-made goods." May such be the policy of every public Board in Ireland.

MR. C. J. DUNN, J.P., Cork, said—Mr. President, My Lords, ladies and gentlemen. If the resolution which I rise to support were making a demand upon Irish Public Boards that they should incur some considerable expense through taking part in a great and general national movement for the revival of Irish manufacturers, it is doubtful if even the most rigid economist could complain that its spirit was opposed to the principles of sound finance. The condition of Irish industries is such that it is a matter of serious concern to every well-wisher of the country. At the present moment there seems to be something like a national consensus of opinion that some great and national effort must be made to revive the manufactures as well as the agriculture of the country. The *laissez faire* doctrine, the let things slide

principle, has been found to be a mistake, or at least to be more limited in its application than was believed by the Manchester school of Economists. The opinion is taking root that if Irishmen banded themselves together they could do something to revive the manufactures of the country. Though a hundred years behind continental Europe, yet at last the land question is being settled on a permanent basis. Without being too optimistic, we have every reason to hope for agricultural revival, steady though gradual, which would make industrial revival more easy. At this juncture it should be the duty, as well as the interest, of all Irishmen, but especially of those who have the management of public affairs, to endeavour that whilst so much is being done for Irish agriculture something should also be done for Irish manufacture. I do not know of any scheme more feasible and more effective, more immediate in its results, and more far-reaching in its consequences, than that which is outlined in this resolution. If all those commodities which are required by Irish Boards were made at home, it would give an enormous impetus to the movement for the revival of Irish industries. If all the Irish Board of Guardians were to insist on getting home manufacture, a demand for Irish goods would be at once set up in every corner of the country. When workhouses were established it was hoped that they would be industrial institutions in some sense. In this respect they have proved to be almost complete failures. If even now all the Irish workhouse authorities were to carry out the spirit of this resolution they would do something to justify their name by the impetus they would give to Irish work. There is another reason why I can with confidence commend this resolution to Irish public Boards. It is that in the aggregate they will get better value for their money in buying home-made goods, than by purchasing imported manufacture. Of course, as I have said already, even if the purchase of Irish goods cost a trifle more, it would be difficult to prove that they were not justified in the expenditure. When the Boards of Guardians are empowered to spend so much money in providing cottages for labourers, it would be hard to show that they were not justified in spending a trifle in providing work for labourers. The majority of the goods that Irish Boards require are to be got of Irish manufacture, and of better intrinsic value, than their imported equivalents. It has never been the complaint against Irish manufacturers that the quality of their goods was inferior, though it has been often said, and justly said, that the finish of Irish manufacture was not up to the requirements of modern times. For this reason, as an almost invariable rule, Irish goods of similar appearance are of much greater intrinsic value than imported manufactures. Now, it is not appearance, but intrinsic value that Irish Boards require for the ratepayers' money. I do not want to defend Irish manufacturers for not adopting up-to-date methods of excellent finish; on the contrary, it is my opinion that they are thereby handicapping themselves in the markets, where manufacturers of Brummagem goods employ

so much skill, so much materialistic sophistry to make the worse appear the better material our manufacturers should do all they can to meet this kind of competition. The point which I want to emphasise is that Irish goods, as a rule, are superior in intrinsic merit compared with imported goods of similar appearance. Now it is not excellent finish, which is so often employed by manufacturers to catch the eye of unwary buyers, but hard wearing qualities that Boards of Guardians, and indeed all our Boards, require.

MR. JOHN D. O'CONNOR, Chairman Kanturk Board of Guardians.—I have great pleasure in supporting the resolution, and I have to endorse it from my practical knowledge of the doings of Boards of Guardians. If I might outline what we have done in Kanturk, it might serve as an illustration. In former times, on the day for declaring contracts, every member of the Board found himself a very popular man, and received warm shakes of the hand from intending contractors. On my suggestion they established, though not without a good deal of opposition, a standard sample, and now the lowest tender must be accepted, and the article must be in accordance with the standard sample, so that there can be no favouritism, and every contractor must honestly put in his tender. The adoption of the standard sample in this country, with the exception of a few places, has been a nullity. For the past six years, in the Kanturk Union, we have adopted the Irish standard cloth samples in every place where possible. In attempting to carry out this resolution at the Council, there was a good deal of opposition on the part of some of the friends of the contractors, and with this resolution you are now discussing, you will find that it will be met with a good deal of underhand opposition, and I say that in my experience in having to fight the corrupt old system of canvassing. If I might do so, I would suggest that copies of this resolution should be sent to every Board of Guardians and public body in the country for adoption.

MR. T. W. RUSSELL said—Mr. President, My Lords, ladies and gentlemen, I am afraid I am the sole representative of the Northern Province at this very interesting conference, but although that is a fact, I am quite certain that the subject we are discussing, the question of how to promote and develop Irish industries, is one that is appreciated in Ulster quite as much as it is in Munster or Leinster. Now, if we had time—unfortunately we have not—we might have a very interesting discussion about State Protection, and State bounty, and State subsidy. For my own part, I would rather decline entering upon a discussion of this thorny subject, because, first, there is no time to discuss it; secondly, it is not vital it should be discussed, seeing what our purpose here is, and thirdly, because we would very likely reach now, what shall I say—logical conclusion. That, however, should not bar me from discussing the question, for we all know that this country is not governed by logic; but if

we should reach any conclusion it would not be of the slightest good in the settlement of the immediate question at hand. As regards the net question embodied in the resolution proposed by the Lord Bishop of Waterford, I entirely agree; with almost every word of his speech I also agree. The only point of difference between his lordship and myself is that I am inclined to go a little further than his lordship cares to go. He said that given quality and price to be equal, Irish-made goods should have preference. That being so, and these two conditions being granted, I say the third follows as a matter of course, for I can't conceive any Irish Board of Guardians, or any Irish public body, doing anything else; but giving a decided preference. Looking at the position of industries in Ireland, and looking at the position of the whole country, I don't believe what was said by a gentleman previously in the debate, that this country is *in extremis*. I don't believe anything of the kind; but I do believe this, that having put one great question in the way of settlement, as I think, I think the way is open now for subsidiary issues, and not the least is that the country cannot be put right unless we put forward the question of industries. With regard to the resolution, I go on the lines that the tenders for Irish goods, if the quality is the same, should be accepted, even if the price paid is a little more. Don't let anybody run away with that. I originally came from a country where a man counts his silver after his own father, and I say again that even if the price is a little more, Irish public bodies should give preference to Irish-made goods. Given the quality should be the same, and I will make a condition of that. I will not higggle over a little more being paid in price for Irish-made goods. Now sir, having said that much, will the Conference permit me just for a moment to state personal difficulties I have had in this question of purchasing Irish manufacture. They may apply to Irish public bodies, but I find them in my own experience, and this is the only resolution I can get them in even by head and shoulders. You take the question of Irish-made furniture of all kinds. I have a good deal of experience of that. If you go to buy furniture for a house in the city of Dublin, you will get it of the very best quality. The question is whether you will wear it out, or whether it will wear you out; but then you will pay two prices for it. That is all right for those who can pay two prices, but the great majority of the people buying furniture can't afford to pay two prices for it, and therefore they buy shoddy furniture from the East End. Would it not be possible—I speak with great deference as a purchaser who has done his best to buy Irish furniture, and has paid for the knowledge—would it not be possible for makers of Irish furniture to provide also, not instead of, but to provide second class furniture that would compete with furniture produced abroad and sent over here. I have no doubt that notwithstanding that there is a serious difficulty in the way, people who are furnishing houses desire to use Irish furniture. We hear a great deal about Donegal carpets. I think Donegal is being transformed by this question,

and there is every anticipation of its being further developed. You buy a Donegal carpet, you pay a price equal to the price of a Turkey or an Axminster carpet. I don't say it is too dear. Not at all. That is not my point; but who are those who buy Axminster or Turkey carpets in this country? By all means let us have Donegal carpets at the high price. They will wear for ever; but why should not the carpet weavers let us have something to equal Brussels carpets, or Kidderminster? What the people at large can pay for they will use, and will prefer if they can get them. Take the question of boots. I live several months of the year in London, but I buy everything in Dublin, though I am not quite sure I get Irish manufacture. I circulate the money in Dublin, and not in that over-grown enormity, London, which needs no help from anybody. I try a pair of boots, and my bootmaker charges me 30s. When I step from my bootmaker's the shop opposite is an American boot shop, which flaunts its wares in my face, where I can get a pair of boots for 17s. They look well but they will not wear so well; but I don't want a pair of boots to last until they are a disgrace, I would rather they would not wear so long. I don't want to keep a pair of boots the soles of which hold together resolutely and refuse to be abolished. I don't want to prevent a Dub'lin shoemaker getting 30s. for his boots, that will last two years; but I don't want my boots to last two years. I want them at a more moderate price, and to last half the time. There used to be a great poplin industry in Dublin. It was born between 1782 and 1800, in days that were better days than now. It is almost gone. The ladies won't wear it. It is all very fine talking about sentiment, but when sentiment clashes with fact I know where it will go, and when it clashes with fashion I know where it will go. Ladies won't wear poplin, but I have a method of reviving the poplin industry in Dublin that will be effective, with very little trouble. Why does not every gentleman who wears a tie, and most people do, buy a poplin tie, and insist on getting one. Why does not every lady, if she does not wear a poplin dress, wear a poplin belt. Given these two things, you will set the poplin looms weaving briskly in Dublin again. If our movement is efficient we will be met with unfair competition. All that can't prevail if we mean business. I am not going on any wildcat scheme of State protection, or anything of the kind. I know where that may land us. I don't say it won't do any good, but I know where it would land us, and we should have retaliation against us. Capt. Shawe-Taylor was right enough in that. We are here to discuss how Irish manufactures can be got into the markets in our own country. Let us deal with that, and it can only be done, first of all, by Irish manufacturers meeting the demand of the people, not in supplying things they don't want and can't pay for, but in finding the things they do want and are willing to pay for. Let that be done, and we shall see this movement very soon spinning along.

ALD. IRELAND. Dublin, said—Mr. President, ladies and gentlemen. I am here this evening at the solicitation and as

representative of over forty councils of Commerce scattered over this island, and I have something to say to-morrow evening, if I am permitted, on the question of railway rates, but I could not help rising at this moment to say that I entirely agree with the Lord Bishop of Waterford. I am connected with an industry in Dublin, and I don't know whether my friend Mr. Russell would like me for being connected with that industry or not, because it is not exactly in his line—that of the bottle industry. That industry, I am sorry to say, is a languishing one, and I think it would be for the benefit of the people of this country who use bottles to pay a little more for the Irish made article, for this reason. The Germans have been for some years past dumping down bottles in this country, at prices lower than they sell them in their own country, and if we are to be wiped out the Germans will very soon advance the prices and work an injustice on the people here. It is therefore for the benefit of all who use Irish bottles to give even a little more for the home-made article, in order that the Irish industry may not decay. Mr. Russell has said you can't get Irish-made boots at less than 30s.

MR. RUSSELL.—Oh no.

ALD. IRELAND.—I beg your pardon ; but so I understood it. Well, you can get Irish boots very much cheaper than 30s. He also said that he hoped there were many here who wear one of those poplin ties. I happen to wear one of them at the present moment. It is from a little industry in Dublin which is a flourishing one of its kind. It has the name "Elliott" on it. Not very long ago I purchased some of those ties, and I have sent them to America to show what Irish poplin is.

MR. GEORGE PERRY said—Mr. President, ladies and gentlemen, a deputation waited on public boards in Dublin, and were promised every help possible. I know myself that there aren't two Boards in Ireland who will order the same class of goods. One Board will have a cheaper class, and another will have goods of different dimensions. The difficulty with the manufacturers in this country is that the quantity ordered of them is not large enough. We are met here to propose ways and means to promote Irish industries, and I have pressed on several Boardst hat circulars be sent round advocating that a standard size for all goods be adopted, and if this were done it would induce the men who produce these goods to enter more closely into the matter with the result that they would be manufactured as cheaply as they were got from abroad. If this Association wants to help industries, let there be a meeting of the Board's officials for the purpose of adopting some standard, so that similar articles will be manufactured for all, and then you will find that the firms and employers can put down further plant, and produce stuff equal to any English or foreign goods. Let there be standard articles and it will reduce the cost and help to give steady employment, and I would say let the contracts be for two years. I was speaking to an iron-worker in Dublin, and he told me that

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if he could get all the Guardians to adopt the same size of goods, it would be an enormous advantage to him. Twelve months is nothing to a manufacturer for £50 or £100 worth of goods. If you could have £500 or £1,000 worth of goods of the same pattern the advantage would be great, and the Board would get the advantage of a lower price.

CAPT. THE HON. OTWAY CUFFE said—Mr. President, ladies and gentlemen, The remarks made by Mr. Russell have set me thinking. I want to say one word with regard to this question, which is an important question for us here to-day, if we are to encourage Irish industries. What I want to say is whether we should let it go further that our advice to Ireland is that they are simply to take value for value, and give no preference at all to Irish goods over foreign goods. I think it is important whether we should let that go out to-day. Mr. Russell said that he was not talking about logic here, and that they would not discuss that point because Ireland was not governed by logic but by sentiment. That is I believe perfectly true, but what we have to revive is not purely on the logical but somewhat on the sentimental system. It is part of the revival of feeling in the whole country in favour of building up our nation once again. In order to do that great work I am sure that we all agree that the country is ready to sacrifice some little thing. It is not sacrifice at all, because if people give a slight extra price for native products as against foreign, they are in the end only putting money into their own products, and the pockets of the people of the country. It is not as if we were giving away money that won't come back to us. We are increasing our own prosperity, and at a small additional price, which will not really do us any harm. I think it is extremely important that we should not let it go out here as our advice to the country that they should simply give the same as for the foreign goods. There is another point brought forward by Mr. Russell I should like to touch upon. He spoke to you of how he could get Donegal carpets of an expensive nature, and how he could get furniture of an expensive nature, probably artistic, of Irish make, and very good value for the money, and how he could buy cheaper articles manufactured abroad which have some artistic merit, and appeal to the poorer class. We are not going to do that unless there is some form of protection here—I am not saying State protection, I am only talking of the protection of Irish sentiment—unless the Irish people are prepared thus to support the industries which supply these articles, the thing would not be possible. The trade is not in the country at present, and in order to bring it there must be, during the years of its youth, some sort of protection, in order that we may have a chance at all. Look at the factories that turn out these things elsewhere, carpets and so on. Anyone starting these industries in Ireland will be labouring from the start under the disadvantages of not having trained workers, and not having the system of work which prevails abroad. The

workers would have to be educated before these cheaper articles could be turned out, and the margin of profit is so small that you can't do it. There are business men at this business meeting here that will know that I speak the truth, and unless the whole thing runs like a machine, and everything is systematised, and the workmen properly trained, we can't build up these industries, and we must try also to get a slight preference in favour of the Irish article.

MR. WILLIAM FIELD, M.P., said—Mr. President, ladies and gentlemen, we have in this country no technical education. We are the worst educated people in Europe as regards technical education. We have no protection. We have to face a system of Free Trade which is practically one of free imports, and this system of free imports is practically protection for the foreigner. You have practically to-day this extraordinary fact, that you can obtain manufactured goods from centres in England, and sometimes from the continent and even from America, cheaper than you can send them from one town in Ireland to another. That is practical protection to the foreigner, and in addition there is the absence of technical education at home. I want to know, as commercial men, how you are going to face the opposition, when you are only prepared to give a bare preference on quality and price to the native product. You must go a little farther, and the public Boards must go a little farther, and unless you are prepared to do so, Irish industries can't develop. Then again, continental firms, and sometimes English firms, have dumped their goods here for the purpose of breaking down Irish manufactures. This actually happened with regard to sugar refining at Ringsend, when the Greenock and Glasgow firms dumped sugar over here. You must be prepared to give a certain amount of preference. Even the foreigner and the Britisher very often combine for the purpose of rooting out our industries, and in God's name if we don't support them how are they going to survive. I trust it will go further; that we are not merely here to pass Platonic resolutions, but that we intend to act vigorously and with courage and consistency, to push forward the industrial movement. With regard to public Boards giving a decided preference to Irish goods, the Local Government Board may interfere and say you won't be allowed to give a little more than the lowest tender, but we have to face the Board and beat them. It is not the first time we did it, and it won't be the last. If this meeting is in earnest about the question, we must go a little further than the Lord Bishop of Waterford has suggested, and our friend Mr. Russell. I am afraid I have Church and State against me, but even so, I think I am right. I hope that this Industrial Conference in Cork will suggest that public bodies give a little more than mere preference. The Bishop of Waterford said something about men of light and leading, but sometimes these local representatives are not the best amongst their class. We must look on the question from a commercial point of view. I put it to public bodies, as they are Irishmen, to support their own products.

MR. E. A. RYAN, Solicitor, Dungarvan.—I support the proposition before the chair, and I think it does not require many words to commend it to the Conference. In my opinion the advent of local Councils is the beginning of an epoch that will be memorable in the history of Ireland, and it is to these we must look to set us an example in this matter of Irish industry, and in other matters which are relevant to the industrial question. The consumers of Irish manufactured goods may, in my opinion, be divided into two bodies, namely, individuals and the corporate bodies. The local Councils have great power, which if used in the best interests of the country, is sure to have very far-reaching results. In the system in which they advertise for contracts they have a great medium for the advertising of Irish goods. As regards other places, such as regards asylums, they are, unfortunately, necessary evils in this country, but why should we magnify the evil by sending our money out of the country to pay for goods manufactured by the foreigner.

MR. PATRICK H. EGAN, Tullamore—I wish to say a few words also in support of the proposition before the Convention, but so much has been already so well said that it is almost unnecessary to do so. I only desire to add that my committee in Tullamore some time ago passed a resolution to the effect that public bodies should confine their invitations for tenders to Irish manufactured articles. If that were done all round, I think it would have a very good and wholesome effect. Every Irishman should have some little sentiment in dealing with this question. I see in some places in England that they confine themselves not only to English manufactures, but to the local ones, and there is no reason why the same should not be done in Ireland.

MR. JOHN IRWIN, J.P., T.C., Dublin.—There is only one phase of this question that I would draw the attention of the Conference to. This meeting ought to weigh well this question regarding preference, without coming to a hasty conclusion. In my judgment, no more dangerous or prejudicial effect could be produced than that which would result from it going forth to the world that in order to foster and build up Irish industries the people at large should be penalised. To my mind the solving of this problem lies to a great extent at the doors of the manufacturers. Let every public Board in Ireland get samples from the manufacturers, and put them in as their standard samples. To preach to the labourer with 15s. a week, or even the tradesman with 36s. a week, that he should give 50 per cent. more for a class of goods because they are manufactured in Ireland is only nonsense. The duty of the manufacturer is to make the articles that the people want, for it is the consumer who is master of the situation.

MR. LORGAN SHERLOCK, T.C., Dublin.—Though I cordially endorse the remarks that have been made, I think the proposition as it stands does not go far enough. We in Dublin have, in the face of some opposition, no doubt done something to encourage

Irish industries, and as a representative of two public Boards in Dublin, I can say that we are prepared to pay a little more for Irish industries. That is, I think, the note that should dominate in the minds of representatives on public Boards when considering this matter. The resolution as it stands means nothing and I think if you would take an addendum to it I would suggest that an addition should be made that even where articles are equal, public Boards should be prepared to pay a higher price for those manufactured at home.

THE PRESIDENT.—This resolution was very carefully drawn up by the Committee, and it means what the English language means it should. It means a decided preference, which means more than taking one thing because it is the same price as the other. A preference means deciding between two things that are equal, a decided preference means something more.

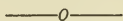
The resolution was then put and adopted.

The Conference rose at five o'clock till eleven o'clock the following day.



SECOND DAY.

Wednesday, November 22nd, 1905.



The proceedings of the Conference were resumed this morning at 11 o'clock, when the question first on for discussion was : ' How best to bring under the notice of the individual purchaser the importance of buying Irish goods, and a knowledge of the articles of Irish manufacture which he can purchase.' "

PRESIDENT.—My Lords, ladies and gentlemen, I may mention one or two small matters before calling on the mover of the resolution. First of all, that as a matter of executive business, a copy of the resolution which was passed yesterday with regard to Technical Committees, will be sent to every Technical Committee in the country, as soon as possible after the termination of this conference. A copy of resolution No. 3 (dealing with the question of all Irish public bodies giving a decided preference to Irish-made goods), will be sent to every public Board in the country immediately after the Conference. The Conference, therefore, understands, these motions will be brought directly under the notice of the different institutions concerned, which, I take it, is their desire. There will be a report from the Committee with regard to the Trade Mark, which is not quite complete yet, and I shall take it at the termination of the debate. Five or ten minutes will settle that just before you take up the re-forestation matter. I now call on Mr. Russell to open the first resolution—No. 4 on the agenda.

Formation of Branches of the Industrial Association.

This resolution read :—

(a) " That this Conference, representative of all Ireland, is convinced of the necessity for the formation of branches of the Irish Industrial Development Association in every city and town throughout Ireland, for the purpose of disseminating information regarding Irish industries and manufactures amongst the people ; and

(b) " It calls on the Irish clergy of all denominations ; the Irish M.P.'s ; members of public Boards ; school teachers, and all persons in authority, to aid in the promotion of these Branch Associations, and in every way in their power to assist in the advancement of this Irish Industrial Movement."

MR. T. W. RUSSELL, M.P.,—My Lords, ladies and gentlemen, the point we have to discuss to-day is how best to bring under the notice of the individual purchasers the importance of buying Irish goods, and a knowledge of the articles of Irish manufacture which he can purchase. The first thing I am about to say in connection with this matter is that it is entirely out of the region of controversy. No question arises here such as arose yesterday in a modified form of subsidies, of bounties, or protection, whether it be State protection or local protection. Nothing of the kind arises, or can arise, in the discussion of this point. The real matter at issue here is what we each can do to facilitate the manufacture and the purchase of Irish-made goods. That is the real question we have to discuss, and first of all let me ask why we should do this, and why we should combine to bring about what some people call a Revival. I don't quarrel with the term, but why do we enter upon a movement of this kind? I should like to take it out of our heads that Ireland is *in extremis*, that she is in any way suffering from a horrible malady that must of necessity prove fatal, no matter what we do. No battle was ever won by men possessed of these ideas. The real truth is that Ireland has, during the last 50 years at least, been engaged in what was for her a life-and-death struggle. It brooked no delay. It brooked nothing being brought across the path. That struggle has fortunately, I will not say been ended, but it has been put in the way, at all events, of being brought to a satisfactory conclusion. Ireland has won all along the line in that issue, and men's minds are now clear, as they have not been clear before, to attack other issues not of equal importance, I think, but still issues that are essential to the welfare and progress of the country. Ireland is neither dead nor dying. We don't belong to one of the dying nations. Ireland is now after a long and exhausting struggle. We have to nurse her, not back to life, but we have to nurse her back to full vigour and strength. Now, that is what we attempt to do in the revival of Irish industries. No doubt the cultivation of the land may be improved, and doubtless will be improved, because if all we said of Irish landlordism was true, and if half we said of the virtues of ownership be true, then there must be a great future even before the land. The people of Ireland, however, cannot all exist on the land. There has been too much of that in the past, and industries of a subsidiary character are absolutely necessary and essential. The first thing we should do in a Conference like this, if we are not to have the whole thing ending in words, is to take stock of our own position—our own personal position. What have we done in the past in regard to this matter? Have we done what we fairly might have done? I think if we put that question to ourselves we shall have a good deal of trouble in answering it. We have left undone much that we should have done, and probably we have done a good many things we should not have done. Well, the future must make amends for the past. We have entered upon a great crusade, and we ought to see to it

in the future that so far as we ourselves are personally concerned this matter should take first place, and we ought to see in our different circles that we give this movement a lift forward. After ourselves we have got our friends. They may be careless—very likely they are. They may be thoughtless; it is perfectly certain that many of them are. They may even be prejudiced—I use the word “prejudiced” deliberately. There are plenty of anti-Irishmen in Ireland. I regret to say it that there are plenty of anti-Irish Irishwomen in Ireland. There are plenty of people that blow neither hot nor cold living in and upon Ireland, and not caring a fig for the country. Can't we do a little missionary work with these people? It will be rather rough and not very inviting, but still they have to be got shown that it is their interest to do the right thing, and they will probably do it, even at the eleventh hour. At all events we are bound to see to the action of our friends. Then we come to the question we discussed yesterday, and I am not going to discuss it again, that of the action of public bodies in Ireland. I have no desire to repeat what I said yesterday, nor to touch again on it save that in this respect, I notice this morning that I am somewhat roughly handled by an organ of opinion in Cork for teaching an immoral doctrine yesterday. Now I am accustomed to this kind of thing, and it has very little effect on me. But what does seriously surprise me is that people who are so keen about preference for the Colonies should be so angry about it when we talk about preference for ourselves. It is desirable and necessary as far as the Colonies are concerned, but it is greatly immoral when it is preached in a very tentative and modified form for this poor country of ours. The fact that I preached an immoral doctrine will not bother me. I have been preaching them, according to the newspapers, for the last twenty years. What I do think we might do is—I am a public man, and in a few weeks I suppose, from now, I shall be pestered with all sorts of questions as to what I am going to do at the election, and what I am going to do about vaccination, and this, that, and the other thing. Why should I not have the corresponding right of saying to my local representative in the Dublin Corporation—Heaven help me—or on the South Dublin Union—“Have you considered the question of Irish industries, and are you prepared in your public capacity as representing me, and representing other people, to give Irish goods a reasonable preference in this matter?” Well, it seems to me that that is a perfectly legitimate question to put to a public representative on these local Boards, and I for one intend to do it, whether it is immoral or not. We can all certainly do that at present. There is also the question of how to get Irish goods. It is not so simple a question as one would think, how to get these goods, and how to encourage the retailer not only to keep them but to give them a chance, and even to push them. I don't know whether people will approve of what I am going to say, but I have an idea suggested by personal experience of my own, which I would be glad you would allow me put before you.



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MICHAEL KIRBY, Manager.

There is a method of advertising which proprietors of great hotels in the United Kingdom have adopted, which is of the utmost importance. It is called the European Hotel Bureau. The Bureau collects advertisements from the leading hotels in the three kingdoms, and the hotels are advertised in all the leading newspapers at certain intervals. Why should not the Industries Associations find out these shop-keepers who are prepared to keep and sell, and push, Irish-made goods, and why should not these shop-keepers pay for advertisement in all the Irish papers just in the same way that the great hotels do for their advertisements in the Bureau? Why should not the advertisements go into all the Irish newspapers at given times, paid for by the shop-keepers through the Industries Associations? We must keep this matter before the public, and there is no way of doing it except by advertisement. People themselves will not do it, and advertise at their expense. I submit this is capable of being done in the same way that it is done for other bodies. Practically my time is up. This is all I have to say. The essentials are that the articles made and sold shall be genuine and the prices reasonable. That is the first essential. The second is that merchants should feel that there is a demand for these goods. That can only be done by the people themselves pressing for them. and thirdly, that at the infancy of the movement, at least, they should be pushed and advertised by every available means.

MR. WILLIAM O'BRIEN, M.P.—Mr. President, ladies and gentlemen, it is, I think, one of the good signs of the times, and one of the good signs of your movement that Mr. Russell and myself are able to fraternise so cordially on your platform. I suppose we have met before now upon other platforms where our language was not precisely the language of mutual endearment, although I hope Mr. Russell will agree with me that our language was at least the language of straightforward opponents, who never respected one another the less for the hitting, and sometimes pretty hard hitting. Now, I think it would be difficult to imagine an Irishman who could manage to invent an objection to Mr. Russell's proposition, that this Industrial Development Association ought to spread and reach every city, town and village in Ireland. Even in a time and in a country where the faculty of criticism, to say the least of it, is not a lost art, I doubt, whether upon this particular point you could find a single Irish objection. No doubt, Mr. Russell has reminded us that we have still plenty of anti-Irish Irishmen amongst us, I hope a decreasing quantity, but still a considerable quantity. Probably also there may be a lack of enthusiasm about this resolution on the part of the foreign manufacturers and their representatives in Ireland, but with that single exception, as far as I know, there is no class, there is no creed, there is no Irishman of any profession, trade or calling who, if he will think the matter over, has not as deep and personal as well as a national interest in the spread of this Association as the most enthusiastic of the men who founded this Association,

as our distinguished president, as Father Dowling, who has been one of the upholders of the movement ; my friend, Mr. Crosbi , the worthy son of a worthy and honoured citizen of Cork, as even your secretary, Mr. Riordan, who certainly seems to be a heaven-sent secretary, or any other of the men who have battled their way through all the difficulties and discouragements that beset this movement, as they beset every good movement, and have already made this Association one of the most powerful instruments of national prosperity in Ireland. The industrial revival, as Mr Russell called it, has had its origin in Cork, and I think no one will dispute that it is on the whole the best work done for Ireland during the last couple of years. It has been all gain and no loss. You occupy a very enviable advantage in this movement, for you do not depend upon that or this English party, for your success, you are not obliged to watch the swing of the Parliamentary pendulum, as my friend Mr. Russell, Mr. Sloan, and myself, and other poor politicians are obliged to do, and the work is the work of every man and woman in Ireland; more than that it is they alone who can help you. Their help in this will be sufficient for all your purposes, because if the Irish people make up their minds, they can, without waiting for any foreign law or any other law of the English Parliament within the next ten years, create employment within the shores of this country for at least 50 men for the one who now finds employment. That is so much the case that I could almost prove by detailed figures that every two Irish families who make up their minds to adhere to the principles of this Association in their daily lives, and for all their daily wants, would have the power of preventing at least one able-bodied emigrant from leaving their country every year, by giving him the necessary amount of employment at home. You have only to multiply that by twenty thousand and you have broken the back of the emigration problem in Ireland. There was one observation made by Mr. Russell with which I entirely agree, and that is when he touched upon the spirit in which the Irish people should approach the subject. We are too much in the habit of lying down and allowing ourselves to be intimidated by the cry of foreign competition, as if it was some destiny, some doom, that it would be perfectly useless to fight against. I venture to say that fatalism of that kind is unworthy of a proud and gifted country such as ours, which with all our faults, this Irish nation of ours undoubtedly is. Foreign competition can only be met in one way—that is by competing manfully with the foreigner, instead of lying down, throwing away our arms, and giving away everything to them. Mr. Russell very properly said that a battle was never won by men imbued with that idea. I find it is sometimes galling to find a little country like Denmark, that is without our natural advantages, meeting us and beating us in the English markets, and not there alone, but in our own Irish cities and towns, and beating us in the very products, such as butter and eggs and bacon, in which Ireland ought to be able to beat the world. I know how

many explanations, how many apologies, can be offered for that state of things, but there can be no excuse for our country accepting a situation such as that. It is a disgrace to our self-respect as a nation. This is not the first time that the Danes invaded us. Long ago, if foreign competition was put down, as it was put down in this country, it was not by our ancestors lying down and dying, but by compelling the Danes to lie down and die. At the same time nothing is farther from my mind than that we should pick a quarrel with that gallant little Danish nation, which is much more worthy of our imitation than our resentment. If we had a branch of this Association established in every part of the country, preaching, and above all, practising, the vital necessity of sticking to our own manufactures in every shape, preaching courage, preaching advertising, preaching enterprise to our manufacturers, preaching to our workmen honest and strenuous work and moderation at all events in reference to the industries still struggling to their legs, I venture to say we could soon again win another bloodless victory of Clontarf over foreign competition, whether it comes from Denmark or nearer home. Might I make a reference to the interesting debate of last evening which was initiated by the Lord Bishop of Waterford. I feel proud to say, although I give my views with great diffidence upon the subject, as my thoughts have been absorbed more upon other subjects, I came here rather to pay a tribute of homage and admiration to this association than to offer any opinions of my own—I say with Mr. Russell, even if it be an immoral doctrine, if the Irish nation have to impose upon themselves a certain discrimination as to prices in favour of Irish industries, in favour of our own workmen, we should do it, as the people of the United States, of France, of Germany, of Canada, of Australia, have done, for they have submitted to a certain protective tariff for the protection of their native industries, and if we could only legislate for ourselves to the extent of giving some slight and temporary encouragement of that kind to these industries, which are specially adaptable to the circumstances of Ireland, I do not see why the results should not be the same in Ireland as they have been in the United States, in France, in Germany, and everywhere else. I do not see why it should not turn out here as in other countries, and in the long run these slight individual sacrifices are the wisest economy, and must amply repay and recoup themselves in the increasing wealth and prosperity of the country. Mr. President, you enjoy to my mind at this moment unparalleled advantages in pushing your propaganda far and wide. Mr. Russell has said, and I re-echo his feeling, that Ireland differs from every other country on the face of the globe. The establishment of 300,000 or 400,000 new proprietors in the ownership of the soil of Ireland, and the additional fact that something like 80 millions of new capital waiting for investment in the hands of the expropriated landlords who do not intend to leave the country, I say in this respect Ireland differs from other countries, and the result will most certainly be that within the next 20 or

30 years, as soon as the national struggle as to prices is over, there will be produced a universal movement of buoyancy, activity and improvement in Ireland. You will also have another point in your favour, and that is with the gradual cessation of agrarian commotion, any bold governor of Ireland will be able to economise, and, I hope, to store up in a special Irish exchequer at least from half a million to a million pounds per annum. A comparatively modest slice of these savings would enable you to do as the people did in France and in Canada, it would enable you to get a certain grip upon the railway companies, and upon the steamship companies, through a guarantee, and would enable you to get your Irish goods upon the English markets as cheaply as the English manufacturers manage to get their goods to the remotest corners of Ireland, using our Irish railways as unceremoniously as if our directors were so many English commercial travellers. You have a third point in your favour. That is the combative talents, that for the last quarter of a century have been quite properly and inevitably on both sides of the agrarian struggle, will henceforth be at the service of the cities and the towns and although I do not regret one jot the amount of attention paid on both sides to the agrarian struggle, say what you like of Irish industries, agriculture will be always the greatest industry, still there are many of us who do not regret that the cities and towns will now have their turn at last, and will be offered a share in the prosperity and in the wealth that will, please God, before many years, be diffused through this country. The knowledge that in pushing and propagating this Association of yours you will have at your service the most potent driving force of our time in Ireland, that is the driving force of the Gaelic League, you will have the charm, the glamour, the vitalising and ennobling enthusiasm which that splendid body in Ireland are importing into everything they have taken up, as they have imported into the cause of our native language, and to our native psychology. If I were asked at the present moment what measure of consideration upon the whole would be perhaps the most beneficial to our industries I would say, above all, not only fair play, but a thousand times fair play, encouragement and unstinted honour to the workers and the builders-up, to every man who has something to propose, who has something to construct, who has some addition to make to the wealth and development of the country, whether in the form of causing an additional blade of corn to grow in the country, or the creation of an additional factory in the city. So far as we can project ourselves in to the future, I, for one, am not afraid to trust to the fact that whatever differences there may be and must be for the present amongst us upon other matters, we are Irishmen all. I hope I may be able to use an historic phrase, and say we are Irishmen above all, and with a united Ireland prospering in town and country, we will sooner or later work out our national destinies, whatever they are to be, in a way that will make those who come after us pray for God's blessing upon our names and upon our memories.

THE MAYOR OF LIMERICK (Ald. Joyce, M.P.)—Mr. President, My Lords, ladies and gentlemen, I feel somewhat diffident in addressing this meeting, having the knowledge conveyed to me of the many able and important speeches that have been made already; and my only desire, sir, in addressing the meeting is to record two facts that have struck me in connection with this Conference. And the first of these facts is this—that I see here at this Conference a number of persons who have come long distances, at some expense, and perhaps at great personal inconvenience and for what purpose? For the purpose of furthering and fostering the revival of our Irish industries. You will find Joe Millers in every grade of society who will try and throw cold water on the efforts of any people, who are trying to further any important movement. You will find those people saying: ‘Oh, it is all very fine for those gentlemen, and for those ladies, to meet in Cork or elsewhere and pass pious or academic resolutions; but we would like to see some fruitful outcome of these resolutions.’ And hearing those persons speak, if it would not be irrelevant for me, Mr. President, to quote a scriptural passage in connection with this—I may quote that passage dealing with the husbandman who sowed some seed. And some of the seed, we are told, fell on stony and rocky ground, and some of the seed fell amongst thorns, and therefore was choked, and could not fructify. But other seed fell on good ground and produced an hundredfold. I think that passage in scripture will fairly meet the case of this Industrial Conference; and let us hope that from this Conference some of the seed sown here will fall on good and fruitful ground. Now the second fact that struck me was the number of interesting and, let me say, very able speeches of practical utility that I had the pleasure of listening to yesterday, and the pleasure of listening to two of them to-day, and I entirely agree with Mr. Russell when he said that Ireland is neither dead nor dying in her industries, or anything that way. To my mind, the industries of Ireland at the present time are in the convalescent stage, and we are here to nurse the industries of Ireland as far as we can, back to renewed health and vigour. And each of us, in our own way, can do a great deal towards this result. Now, Mr. President, I have had the pleasure of listening to a very eloquent and interesting lecture from yourself on last Friday week in Limerick, and allow me to say I believe your lecture has done a great deal of good. Lectures on this subject tend to appeal to the masses of the people, to forward and assist Irish manufacture. As you heard me say on that night, I would go further than that. I say the duty is thrown on the masses of the Irish people to help to forward and to assist by every means in their power in the revival of our native industries; and I also go further and state that the same onus and responsibility is thrown on the manufacturer and shopkeeper, and the retailer. You must get these forces combined if you wish to ensure that success that we all desire. Now I have been a member of many public Boards for the past seven years, and let me

say for the majority of the men who compose those Boards that I always found them to deal most generously even at the risk of a surcharge in many cases, with our native manufactures. Undoubtedly you will find men, critics—men of narrow minds ; men who may not have hearts as big as gooseberries ; men whose patriotism never goes beyond their breeches pocket, on the amount of rates which they have to pay ; but in face of these men, I say all the great public Boards with which I have had anything to do—the Poor Law Board in Limerick ; our own Corporation—have, even as I say with the risk of a surcharge staring us in the face, and many of us not being able very well to meet those surcharges—we still, where we find an article of Irish manufacture equal to any other article tendered by contract before us, and even if we have to pay a little more, take the Irish article and run the risk of the Local Government Board Auditor. I have this much to say, that all of the public Boards with which I have any connection, the members of these Boards have always given a decided preference to articles of Irish manufacture. Now, sir, having said so much, let me pay a tribute to the bodies throughout Ireland who are aiding and assisting in this industrial movement, and to say this much, that where the Irish industrial movement is going on, and where it has the able assistance of the women of the various centres ; where it has connections it is bound to be a success. We all know that the women rule the roost—at least at home—and where you have the women as enthusiastic as the men in this forward movement towards the revival of our Irish industries, the simple fact remains that it is bound to be a success. Now, sir, in conclusion, may I state that in our own persons every one of us can do good. In our own homes every one of us can forward this movement. Amongst our own circles of friends and acquaintances we can forward it ; on the various public Boards of the country we can forward the movement ; and so bring about that industrial revival that will bring peace and comfort to this grand old motherland of ours.

MR. A. V. ASHE, C.E., Tullamore.—Mr. President, My Lords, ladies and gentlemen of all the resolutions on the agenda paper for this Conference, I think this one is the most important, for on it hangs the success of the industrial development of our country. If our energies are thrown into wrong channels, if our efforts are not intelligent ones, or if through any motives other than those tending to our advancement and progress as a nation, we allow ourselves to adopt means and methods which may be weakly, half-hearted, or insincere, we lay for all time the foundation of a movement unworthy of this Conference, unworthy of ourselves as Irishmen, and unworthy of this great country of Ireland, to which we all belong, and which we all love so well. Mr. President, I consider the first way in which to bring the importance of this movement to others is, firstly, our own personal example. Let each of us ask for Irish goods, and make sure we get them, and let us be determined, come weal or woe, that Irish

goods we will have and no other. Secondly, let branches of our Industrial Development Association be started in every city and town in Ireland, whether they be great or small, yes, and let branches be started in the country too, where practical. It is in the latter case we look to clergymen of all denominations to see that in country places branches are at once started to aid in this movement; and thirdly, I consider it the first duty of every Association, whether in town or country, to put into the hands of the people a directory setting forth and showing the different articles manufactured in this country, and where they can be obtained. I can here speak and bear testimony to the usefulness of such a publication. The Association to which I belong, the Tullamore, King's Co. Branch, is not yet nine months in existence, and two months ago it had compiled and printed 1,000 copies of a directory, and distributed them free throughout the King's Co. I can also bear testimony to other work done by our Association. When it comes to our knowledge that a certain work is contemplated in our district, we communicate with the Irish manufacturers of such materials as are likely to be used in its construction, and inform them that such work is in contemplation, and then leave the rest in their hands, feeling that at least our part of the work is done, and confident that they are capable of looking after their own interests. This example and method I strongly recommend to all Associations which may be started in the future. I may mention that in connection with this latter suggestion that our secretary, Mr. Sweeney, has received several letters from manufacturers saying that our action was a new departure, an excellent one, and one likely to have far-reaching results. And now, Mr. President, isn't it here we see how useful such a course, if adopted by county branches, would be, where work is isolated, and the district awkward, to have some one to bring to the light of day works which may be in contemplation, where Irish articles could be utilised. I fear that in very many of our rural districts an Irish article is an unknown quantity. Mr. President, there is another way in which industrial associations can help forward this movement, that is by meeting together and discussing industrial questions of interest in their district, and especially I think, by noting how the public bodies of their town and district, as the case may be, discharge their important duty in connection with Irish manufacture—a duty which they owe, (1) to themselves; and (2) to the people and ratepayers whom they represent, of seeing that “none but Irish” need apply. Were any argument needed to show the necessity of the public bodies confining their invitations for tenders *solely* to Irish manufacturing firms, they were furnished yesterday by those who spoke on question No. 3 on our agenda paper. And, sir, I would point out that this duty of public bodies is one that cannot and must not be passed lightly over. It is a sacred one, and one to be faithfully and conscientiously carried out. Who will say Ireland is not in a bad way? I disagree with Mr. Russell when he says he doesn't believe it.

When into the Port of Dublin alone there is imported year y the following goods :—Candles, 1,000 tons ; empty bags, 37,000 ; Matches, 500 tons ; mustard, 36 tons ; tobacco pipes, 25 tons ; paper, 17,539 tons ; mattresses, 40 tons ; tobacco, 2022 tons ; bedsteads, 988 tons ; cement, 36,895 tons ; bacon, 20,144 tons ; and bricks, 16,000 tons. Mr. President, these are only a drop in the ocean of the imports into this country, and the strange thing is, not that there is lack of work, but that there *is any work at all*. With these remarks I conclude, and I hope that not through any want of enthusiasm on our part, not for want of energy, and not through lack of willing hearts, and helping hands, "*Ichabod*" shall ever be written across our manufactures, or that the glory will ever depart from this our native land.

MR. WILLIAM P. COMBER, London.—My Lord Mayor, Rev. Fathers, ladies and gentlemen, coming, as I do, from the great grind and maelstrom of London, and translated to this peaceful city here, I am afraid my remarks may sound rather rugged and imperfect ; but, fortunately, I am able to take refuge in your time limit. It has always appeared to me, long before this industrial revival, that the root cause of the stagnation of Irish commerce was the fatal credulity in the economic heresy, that demand creates supply. Demand does not create supply ; on the contrary, it is the supply which evokes the demand. Give the supply, and I maintain that after the supply comes the demand I would like to illustrate what I mean in a more homely fashion, and it will explain, I think, what Mr. Russell spoke of—the undoubted difficulty of the people getting Irish goods. If you go into the West End of London to-day—that portion of the West End where the wholesale woollen merchants are established, the most central point is Regent Street—at this moment, in every woollen warehouse, you will find a room fitted with sample cases belonging to travellers from Yorkshire, and the west of England manufacturers showing their new styles to the wholesale agents in London. These new styles are for what they call their next season, and what season do you think ? The winter of 1906. They are showing their new styles for next winter. Now, there is no demand for these goods, nor will there be until, perhaps, twelve months hence ; but the supply is already being initiated. The manufacturer is on the alert with new designs, new colours, and so on, and the wholesale merchant is now placing his orders for next winter. The wholesale merchant has no demand whatever ; he is simply purchasing these goods knowing that if he has no supply, there will be no demand ; and the order is placed. The manufacturers' agent, when he has completed his business, and sent on his orders, goes home and his anxiety is at an end. The manufacturer puts his orders in hand ; they are not wanted for several months hence, his workpeople are comfortable, and the anxiety is shifted on to the merchant. In five or six weeks' time the merchant gets up from the manufacturer a yard, or two yards, of each cloth stuff he has ordered. This he cuts up

in patterns and floods the world with them; he sends them abroad; equips his own traveller with them, and thus organises supply. No demand comes, you will observe, until a man goes into a shop next winter to buy goods. These travellers come to the shop-keepers in Ireland in England, and in Scotland, and show styles. Well, the shopkeeper is obliged to buy. He buys because they are supplied, and he knows unless he gets a supply he cannot sell. Supply always creates demand. Well, a man goes into one of their shops this winter twelve months, and he says: "I want an Irish-made suit of clothes." Of course I am dealing with the phases of it with which I am conversant, and with which I am connected. "I haven't got it," he is told. "Well, why don't you have it," is the reply, and I may say that in all my experience of Irish manufacture, Irish manufactures never get in, in that way. The shopkeeper cannot help it—he can't have Irish goods because they are not shown him, or given to him in the way that English manufacturers push their goods forward. Well, I believe the reason of that is that it requires enormous capital, and manufacturers in Ireland, I don't think, have that capital. I am very grateful for the attention with which you have listened to me.

MR. STANLEY HARRINGTON, Cork.—Mr. President, My Lords, ladies and gentlemen, I didn't intend taking part in this discussion to-day, but I would like, as a manufacturer, to be allowed to make one or two very short observations on the practical side of the resolution. The problem is, how best to bring under the notice of the individual purchaser the importance of buying Irish goods? Well, as a manufacturer, perhaps I might be able to point out one or two of the great difficulties which a manufacturer, especially in any new industry is confronted with. When he sends his travellers round to the various towns in Ireland, the cry amongst the shopkeepers generally is "Well I have been dealing with so and so at the other side of the Channel for so many years, I really don't see why I should make a change. I have been on very friendly terms with this house, and I have been well treated; why should I make a change?" Well, I say to him, one good reason is, I am offering Irish goods. Of course I am not speaking of myself, I am speaking of Irish manufacturers generally. Well, that doesn't appeal to him. Well, he says, show me some advantage why I should change, and then I may talk to you. Well, now, that is one class of shopkeeper that have to be got at by Associations of this kind. Then there is another man. It was only the other day I called in Dublin, on a very large house, and the answer with which I was confronted was this: "Mr. Harrington, I am sure what you offer me is very good, but now, to be perfectly candid with you, I don't care two pence whether my goods come from New York or from Belgium, or from Ireland, England or Scotland, I don't care two pence." "Well," I said to him, "supposing you are dependent for your trade upon the public of Dublin; suppose I am a citizen of Dub-

lin, and instead of dealing with you, I import my goods, and the supply which I getting from you I get from the other side; what will you say to me?" Well, I need not tell you, the gentleman could not answer that question. Now, that is another class of person that has to be dealt with. I don't mean to say at all, sir, that a large number of traders in this country are not thoroughly in earnest in this movement. I am glad to think that the great majority of them are, thanks to the efforts of Associations of this kind, but still there is a very considerable number, and very often the most prosperous ones in our towns and cities really don't give encouragement. Now, what is the way in which that class of person can be dealt with, and that is the practical side of the question. A lady told me a few days ago—I don't think I shall mention her name, but she is very closely connected with the president of this Assembly—she told me that she went into a certain house, in this city, and asked for certain Irish-made goods. The assistant said: "Oh, that article is not made in Ireland." "Isn't it," said she, "I am surprised to hear that." "Oh, no; it is not madam; I would be surprised to hear it was made in Ireland." Well, that lady, to her credit, said: "Well, as you have not got it, I will try if I can get it somewhere else." She persevered. She went elsewhere, and within a half an hour she was able to get that very article, not only Irish made, but actually made in Cork. She wasn't satisfied with that, but she went back to her first friend, the assistant, and she actually showed him the thing. Well now, a few lessons of that kind would do more good than perhaps all the speeches we can make here. Well now, I think I will mention that lady's name; it was Mrs. Windle. If every lady in this country acted that way, it would at once oblige even the most obstinate shopkeeper to stock Irish goods. And I think some of them may go farther, and let them say to such shopkeepers that if in future they don't keep these goods they would change their accounts. There is another side of the question to which I would like to refer, and Mr. Russell has dealt with it in a very practical way. Of course we have got to get the consumer to ask for Irish goods. Mr. Russell made one excellent suggestion, and that was that the shopkeepers who stocked those goods should be advertised at their own expense. Well, I think that is an excellent suggestion, and I think it may be worth the consideration of those assembled here—whether it would not be a good thing for the various industrial associations throughout the country to combine in a large advertising scheme, putting forward the names of the Irish manufacturers and publish them once or twice a week, or perhaps oftener, in the various papers. If it was done as a joint thing the expense would come small. Now, I mention this particularly, because I know there are a large number of small manufacturers in the country who cannot really afford to spend a great deal of money on individual advertising. But if they were to be brought into a joint scheme it would come extremely reasonable when divided up, and they would get all the advantages. And I

believe the small industries are the ones really that we ought to try and foster the most—the larger ones can take care of themselves. They have capital, they have travellers, and they can push their goods, and I think they are more or less independent, but the small men cannot really do it. Now, I would also like to point out, as Mr. Russell suggested, a joint scheme of that kind might also be done with regard to the railways—that is, advertising the small manufacturers in the various railway stations for a very small expense. I believe these kind of things would help the manufacturers of this country very largely. I beg to support the resolution.

REV. JAMES OWEN HANNAY, Westport.—Mr. Chairman, My Lords and gentlemen, I intervene in this discussion with considerable diffidence, because I represent someone who has not yet spoken. I am not a statesman like Mr. Russell and Mr. O'Brien, neither can I deal with questions of Imperial Exchequer, and taxes, and so forth; I am not a manufacturer; I am not skilled in statistics; I cannot quote these enormous figures of imports into the country; I am the humble individual of whom you have been talking to-day—the consumer, and a consumer upon a comparatively small scale. Now, ladies and gentlemen, I wish to say a few words about the position in which the consumer finds himself. I have been for years and years trying extremely hard to use, as far as possible, articles of Irish manufacture in my house. Now, I will tell you what happens. You go to your grocer on Saturday morning with your list of the things you are likely to want in the forthcoming week. And you say: "You supply me with Irish matches." "Oh, certainly, sir." "And Irish candles and Irish jam." "Certainly." "And Irish soap." "Oh, certainly." and you give your order, and you go out about your day's work. And I come home in the evening, I expect to light my Irish candle with an Irish match; to wash my hands with Irish soap; then go down stairs to tea, intending to spread my Irish jam upon an Irish biscuit. Well, I open my parcel and what do I find? Crosse and Blackwell's jam; matches that come from England or Belgium; biscuits that come from goodness knows where, and soap from America. Now, what are you to do? You gave your order; you received the man's assurance that your order was going to be complied with, that is what you get when you return home. Perhaps your temper gets the better of you, and you take up your parcel and go down to the grocer (what I really did myself) and ask him about it. "Oh," says he. "I am extremely sorry, sir, but just for to-day we are out of Irish matches, but have given the order for them, and we'll have them next week." You take up your parcel again, and take back your foreign goods. Because, unfortunately, I am not in the position of the lady who was quoted a while ago; I have not many other places to go to, and I know that if I go to them I shall be practically in the same way with every one of them. Now, the same thing

happens next week, and the next week after that again, and you keep nagging at those shopkeepers, but you don't produce apparently the very smallest result. If you succeed in dragging a piece of Irish soap out of them once a month it is as much as you can do. It is only last Saturday this precise thing happened me. I had ordered Irish matches, and I found in the evening that I was supplied with Danish matches instead. What is to be done? Well, it is here that this Association will be of real value, because they will be able to organise a considerable number of people in each town, and it is no use trying to fight a lone battle against the shopkeepers. I tell you I have talked to the shopkeepers in the town in which I live. I have been told there is in the town every species of Irish organization you can imagine, except a strong branch of the Gaelic League, yet I am told but one other lady besides my household demands Irish things and nobody else. That is what the shopkeepers tell me. Now, if we had in towns like these a strong vigorous organization, the members of which would band themselves together and determine that they would have these things, they might get them then. It is unpleasant to be nagging at people like this, and in order to do it you have to require an enormous amount of enthusiasm. Where are you to get that? I see you suggest in this resolution before us that you are going to ask the clergy of all denominations to aid in creating this enthusiasm. Now, I am afraid you won't be able to do it. In the first place, I don't believe they have got it themselves. You ask Irish M.P.'s to do it; well, they are a worthy set of men, no doubt, but I doubt very much whether they have time, energy or inclination, to create enthusiasm. Well, the public Boards, I think, are doing their best, but you cannot at the same time expect the public Boards to do the duty of individuals in this matter. Now, I express my conviction here, that there is only one place in Ireland where you will get the necessary enthusiasm, and nothing but the strongest enthusiasm will enable you to do this work—you will get it from the Gaelic League. There you have organization, animated with what has been spoken of with considerable contempt—you have organization animated by sentiment, and I am told that sentiment is a great deal the strongest thing in the world. It is a great deal stronger than the argument of your breeches pocket, and where you have sentiment as strong as you have it in the Gaelic League, you will get the enthusiasm required for this work, and by their aid you will get those gentlemen to supply all those Irish goods which we in the country, and you, gentlemen, here in this Conference want to buy. I have great pleasure in supporting the resolution.

MR. SHACKLETON, Dublin, Member of the Millers' Association.—Mr. President, My Lords and gentlemen, I want to put before you a very small practical suggestion. Our Association, the Millers' Association, has made a contract and arranged for the supply, free of charge, of Irish-made flour to all Cookery

Classes under Technical and other schemes, where we can bring ourselves in contact with them. I need not say any more. That is just a hint for the executives of the various Development Associations. Now, there is another matter. I am an Irish manufacturer myself, and I want to say a word for the Irish manufacturers. A great deal was said here this morning and yesterday afternoon about giving a small preference in price to an equally good article of Irish manufacture. Now, it is very important that Irish manufacturers should not get a wrong idea into their heads. Whatever may be the duty of the consumer in this matter, the duty of the Irish manufacturer is to keep this aim in view. His aim should be to give a little better value than the foreigner can give. He may be able to reach that actually, or he may not ; but that should be his aim. I speak on behalf of a trade that met with the greatest competition of any trade in Ireland. We fought that competition, we stood up to it, we have lived through it, and now I may say we are beginning to get the upper hand. The output of flour from the Irish mills for the last two or three years has been steadily increasing. Every mill has increased its capacity. Well, how was that done ? It was done to a great extent by a bold cutting of prices, at a loss to ourselves, for the sake of gain afterwards. It was done by lavish, by enormous capital expenditure, on improved machinery. Everybody knows that some quarter of a century ago what is called the Roller system was introduced. It was imperative for Irish millers to adopt it, if they wished to survive. New processes have since been adopted, and it is not generally known that every surviving mill since then, has been two or three times re-modelled with new machinery. During the past quarter of a century there have been millions of pounds spent on Irish mills on capital outlay on new machinery. And perhaps again, after a few years, further means will have to be adopted at additional expense. But that is the thing I want to impress upon our Irish manufacturers, that whatever the duty of the consumer is. their aim should be to give better value than the foreigner.

MR. W. J. BRANNIGAN, Secretary of the Dublin Industrial Development Association.—Mr. President, My Lords, ladies and gentlemen, with regard to this question on the paper of how best to bring under the notice of the individual purchasers the importance of buying Irish goods, and a knowledge of the articles of Irish manufacture which he can purchase, I just want to say one or two words, as secretary of the Dublin Association. The suggestion is made by some person that this matter should be taken up more vigorously by the Associations in Ireland than it had been previously, and the suggestion that was made was this. That the manufacturers in Ireland should send to the schools where object lessons were given to the children, samples of their manufactures, in order that the idea of supporting home manufactures may be engrafted upon the impressionable minds of the

children, so that they would carry the impression all their lives, of the national and economic policy of supporting their own industries. It is a question, in my humble opinion, and a suggestion that almost transcends the first question on the agenda paper, and that is the necessity for a better system of Technical Education in Ireland. Technical Education comes after primary education, and lessons which should be taught in the primary schools will possibly have been lost, and except for the interest in the one particular trade in which those children are taught, they will forget about the other industries they ought to support. For that reason the suggestion has been made, and the Dublin Industrial Association have tried to put this into practical shape, and by another means. If we can only get at all the schools, through the masters and through the teachers, we will have performed a very important work. We have gone into another scheme which I have gone through the trouble of circulating to every Industrial Association I know of. I sent it on to Cork, but as yet I have had no reply from them to say what they intend to do ; but I daresay it was overlooked in the hurry of preparing for the Conference. In Dublin we are waiting for the opinion of other Associations to know what they will do, but the scheme, as suggested, is this. That the manufacturers in Ireland would combine, by some means or other, and get together samples of their manufactures. Employ itinerant lecturers, if necessary, to boom their goods—lectures and demonstrations of the processes, which must prove most beneficial to the manufacturers in Ireland. I was in England for about two years, and during that time I saw a lot of this demonstration work by Gas companies, and things like that, and the public have taken the greatest interest in them, and it has been the means, I am sure, of killing the foreign competition they had to meet previously. That suggestion has been made to us as a means whereby Irish manufactures can be brought prominently before the public, and in my humble opinion, if the suggestion is carried out, and the people take it up, and the manufacturers send their samples to the schools, and all these things brought before children of tender age, it will be a great means of enlarging the industries of Ireland. The only other reference I wish to make is this. Figures have been given about the quantity of tobacco which comes into Ireland. I don't wish it to go abroad that these figures are absolutely accurate ; and for this reason—that the Department of Agriculture, who are compiling the figures of the exports and imports of Ireland, and the Port and Docks Board, who have furnished the figures up to the 31st December, 1904, have not been able to differentiate between the amount of the raw material and the amount of manufactured material that has come into Ireland, and to take 2,202 tons as a basis to go on is wrong, because we don't know how much of it is manufactured, and how much of it is raw. That is the only thing I wish to say.

ALDERMAN COLE, Dublin.—Mr. President, my Lords and gentlemen, there are one or two practical suggestions which I

wish to make. I have not heard any reference made to the subject of Port entries in Ireland. I think it would help us in taking stock of Irish trade if all the Harbour Boards made it a rule to keep a full list of both the imports and the exports in their various ports. Unless we do this we cannot get that grip of our trade which otherwise we would have, and it would be of enormous value to capitalists and to those who project new industries if they could know what is the consumption of any particular article in Ireland is, or what amount of trade can be done in that article outside of Ireland. In connection with that I shall mention that matter at the next meeting of the General Council of the Irish County Councils, and submit a motion dealing with the subject asking that the Corporation of Dublin will adopt a resolution which will be submitted to them in that direction at its next meeting. The General Council, through the Local Government Act of 1898 have powers which, unfortunately, they have not exercised. We intend to bring this matter before the General Council at its earliest meeting, and we hope that the public representatives on the General Council will forward this movement by carrying forward such a policy, and applying it in their several districts. With regard to the returns which the Department of Agriculture sometimes issue, Mr. Perry will deal with that. During the last session Mr. Long promised that the exports and imports to and from Dublin would be ascertained and published. Well, all these matters will go very largely towards letting us know what we are doing in the way of trade. Gentlemen, I won't detain you any longer.

MR. GEORGE PERRY, Dublin.—Mr. President, ladies and gentlemen, what is now before us is how best to bring under the notice of the individual purchasers the importance of buying Irish goods and a knowledge of the articles of Irish manufacture which he can purchase. It is purely a question of putting into practical form the sentiments and patriotism that has been outlined by the two leading speakers. The question of the difficulty of getting Irish manufactures has been dealt with very forcibly and very clearly by another gentleman, and the practical means have been dealt with by Mr. Harrington. Now, sir, we saw at the very beginning of our business in Dublin the difficulty of impressing upon shopkeeper and consumer of buying Irish manufacture, and to meet that it was suggested that the manufacturers should, say for three months, put up large posters, say at a hundred stations, with the words "Ask for Irish manufacture." For the next three months they should put up on these hundred stations posters twice the size with the words: "Buy Irish manufacture." That, I think, would be a practical means of bringing the matter before the consumer. I believe we have the to lead in that way. Another question came before our Committee, and that was the best means of introducing such things as Silverspring Starch, as bakers' flour, as oatmeal from Drogheda and Belfast, and we have considered it our duty to

write to the various Councils, and to ask if we could get the manufacturers of those articles to send samples to schools of domestic economy, and places where practical illustrations were given to children. I think that would be a very effective way of bringing before the minds of the people the using of these goods and articles that are manufactured in Ireland. We have not received any answer from these Councils yet, but I hope that this question will be taken up. The same would apply to many other trades, to many other manufacturers that are keeping silent. The manufacturers of Ireland do not do their duty; they are not pushful enough; they don't act with energy, and put their heart and soul into the business. They too often depute to others that which they should do themselves. The manufacturer himself should go round the country, just as Mr. Harrington himself went to Dublin. The shopkeeper will find it very hard to refuse him an order if it is put the right way to him. These are the practical ways, as far as I can see, to carry out our work. I carry it out in my own way. I come to Cork for business; I go to Liverpool and elsewhere, and I find I am well received. I would again impress on you the fact that the manufacturers of this country are not doing their duty. You are competing here in this country against a thousand things that are world-wide known, but if Irishmen do their duty with determination they will carry to a glorious result every industry of the country, and give employment to the population. The question of giving a preference in the way of a higher price to Irish goods is one that I must certainly say has very many points in its favour. You have seen long articles in the papers about trade protection. Why not in Ireland have a little trade protection of your own? Let Ireland do its duty in that way, and let us fight the Local Government Board and other Boards. That is our duty. Let us do it with determination; let your patriotism risk to the occasion in helping each other, and we shall establish our Irish manufactures firmly in our land.

PRESIDENT.—Now, ladies and gentlemen, I am sorry that the time is up, and I will put the resolution, because it will require a few minutes to deal with the report of the Committee on Trade Marks. Then we will take up the question of afforestation, which will occupy us for the remainder of the time up to half past one. I now put the resolution on the paper. Those in favour of it will say "aye"; to the contrary, "no." I declare the resolution carried. I will now ask Mr. Riordan to read the report of the Committee appointed by you yesterday in reference to the Trade Mark.

MR. RIORDAN, Secretary Cork Industrial Development Association, read the report, which ran: "It is recommended that an Executive Council be formed with full power to deal with the matter of issuing and registering a national trade mark for use by the members of the several Industrial Associations for marking goods of Irish manufacture. (2) That the aforesaid

Council do consist of the Presidents, Vice-Presidents, and Secretaries of the various Industrial Development Associations, and one other member to be appointed by each of these Associations together with the following, who are to form a preliminary Committee to consider and report :—Dr. Windle, Mr. George Perry J.P. (Dublin), Mr. John P. Boland, M.P. (Kerry), Captain the Hon. Otway Cuffe (Kilkenny), Miss L. H. Purser (Dublin), Mr. W. J. Brannigan, and Mr. E. J. Riordan. (3) That this Council be empowered to incur all necessary expense in connection with this matter, and generally to issue and control the said Trade Mark, and further to add to their numbers, if they so desire. (4) That each Industrial Development Association do contribute a minimum subscription of £4 each towards the necessary expenses, the maximum amount to be £7. This money to be forwarded to the Hon. Treasurer not later than the 5th of December next. (5) That George E. Perry, J.P., 28, Elgin Road, Dublin, be appointed Chairman; Mr. W. B. Harrington, F.C.S., Commons Road, Cork, Hon. Treasurer; and Mr. E. J. Riordan, 13, Marlboro' Street, Cork, Hon. Secretary.

HIS LORDSHIP THE BISHOP OF WATERFORD AND LISMORE.—I have great pleasure in moving the adoption of the recommendation which has been drawn up by the Committee appointed by you last evening. The Committee went into the matter as closely as they possibly could during the short time at their disposal. No doubt there is a good deal to be said upon more than one aspect of some of the points touched upon, but believing, as I do, upon the whole, that the recommendations are the best that could be adopted by the Committee, I have very great pleasure in moving that they should be accepted and sanctioned by this most influential Conference.

MR. JOHN O'BRIEN, Glanmire.—I have very much pleasure in seconding that.

PRESIDENT.—Does any member want to speak to this resolution, which has been carefully threshed out by the Committee this morning? It commits the Association to some expense. Let that be clearly understood. What we presume is that the Association will not find it out of their own funds, but will make themselves responsible for collecting it from neighbouring manufacturers who will financially benefit by the Trade Mark. I now put the resolution that this report which you have heard read be now adopted and approved. Those in favour of it will say "aye;" to the contrary, "no." I declare the resolution passed. I now call on Mr. J. C. Flynn to move the re-afforestation motion.

RE-AFFORESTATION.

MR. J. C. FLYNN, M.P.—The resolution, Mr. President, speaks for itself. It is a matter of great national importance. I shall read it. It is as follows :—"That this Conference, recognising the good that has been accomplished in other countries

by an extensive adoption of forestry, would strongly impress on all public bodies and leading men throughout the country, as well as on the agricultural community generally, the desirability of encouraging this work on lands unsuitable to produce any other crop. We believe that here to our hands lies a vast store of national wealth, hitherto untapped, and one that would prove in the not distant future a great national asset, to say nothing of the host of industries that would follow in its train. That we approve of the establishment of a national yearly holiday throughout the agricultural districts of Ireland, to be known as "Arbour Day," such day to be devoted to national tree-planting." Mr. President, I think that resolution requires but a very short speech indeed to commend it to the intelligence of this great assembly. It is, as I have said, an object of national importance. Much has been said here, too much never could be said, or with too much emphasis within the past two days of that appalling evil of emigration, which is draining the best blood from our country. I am sure there is no sadder sight to any Irishman, or to any man of ordinary human sensibility, than to stand in our great ports during the spring, summer and autumn, and see that human tide drifting across to other lands. But there is another side to it, which is perhaps not so appalling, or so absolutely terrifying, but at the same time produces a feeling of the greatest depression in those who are interested in the prosperity of the country, and that is the treeless, naked condition of the land. You can go into many districts of this country, and all over Munster, and there you will be pointed out areas now bleak, half mountain land over which the wind sweeps unchecked and uncontrolled, and the peasants will tell you of the time when that was well planted, and well sheltered. Agriculture suffers, the climate suffers, and the country suffers, by this denuded character of the land. A great writer once said in a striking phrase, speaking of what happened in Ireland. "They have pared their forests to the stump, till they left it shivering—a land of wretchedness." But if Ireland has lost her once widespread forests, if Ireland is to a large extent treeless, it is owing to causes into which it is unnecessary to enter, nor would it be proper to go into them at a gathering of this kind. But I certainly say it has not been the fault of the people. But if we are to look for re-forestation, we should not look to individual efforts so much as to the collective effort of public bodies in every district; to the County Councils, and to other public bodies similarly situated, who can make the collective effort in their different localities. And there is one Department of the State to which the people of the country can look to redress this condition of things in regard to the want of trees, and shelter, in the country, and that is the Department of State known as the Department of Agriculture and Technical Instruction. I am not one of those who believe that a great Department of that kind is entitled to divest itself of the powers with which the State has invested it, and I maintain that while District Councils, and County Councils, are doing all in their

power to redress this gigantic evil, that the Department of Agriculture should take it in hands in a whole-hearted manner, and enthusiastically. Reference has been made in the course of our discussion, to the condition of things brought about by the Land Act of 1903, and even though the land is passing from the old proprietors to the smaller tillers and cultivators of the soil, yet the individual efforts of individual tenants cannot be expected to deal with this to any great extent. You cannot deal with it in a comprehensive manner by looking to individual effort. It must be collective effort. It must be the work of the District and County Councils, and the Department of Agriculture, and I think this Conference will have done well in putting forward this resolution before public opinion in this direction, as well as in many other useful directions, in which it has worked for the past two days. I beg to move this resolution.

MR. LINDLEY TALBOT CROSBIE, Kerry.—Mr. President, I did not expect to intervene in the debates of this Conference. I have been here very much as a listener, but I would like to say that listening to the debates which have gone on, has been an education to me, and I think must be further proof that Irishmen are not altogether incapable of managing their own affairs. I am very happy, Mr. President, to second a resolution which deals with such a very interesting and important subject as the re-forestation of the country. I belong to a society which is doing very useful work in this respect. A little time ago we waited as a deputation upon the Chief Secretary, and received a very cordial reception, and no doubt it will bear fruit. The passing of such a resolution by such an important Conference as this will strengthen the hands of that Society, and encourage them to go forward in their good work. The question is a very difficult one, but I have no doubt will be capable of solution, as it is in other countries. It must be dealt with in two manners—collectively, and, to a certain extent, individually; but if there is to be any great commercial results from it, it must be done by the State. It is the State alone that can afford to wait for the return of the capital which is required to deal with such a question as this upon a very large scale; but on the other hand, individual effort and individual interest always stimulates the State. Individually we can do something towards it. Personally, I never let a year go by without planting something. I am only doing what others have done before me, and I am now receiving the benefit of what those who have preceded me have done, in the pleasure of the trees which surround me. An Inspector was sent round by the Department the other day, to encourage the planting of fruit trees and other trees amongst us. He called on me, and I asked him how he was getting on, and what reception he was getting, for I must say, as a rule, that the smaller occupiers and tenants of the land do not take very much interest in trees. I remember as a boy many places which were nicely wooded and surrounded by trees, now quite bare. They passed into other

hands that had no interest in the ornamental, and knew nothing of the useful, and these persons denuded the place of the trees. Well, I asked him if he had got much encouragement, and he said "Where the occupiers have bought their farms I find they are very ready to plant; but where they have not, they don't care much about it." Well, that is good news, for in the whole of North Kerry the occupiers have bought their farms, and I hope we shall see a great advance of individual interest in this matter. Mr. President, I have much pleasure in seconding the resolution which has been put before you.

MR. EDWARD SHEEHAN, M.A., Cork.—Mr. President, My Lords, ladies and gentlemen, the various organizations to which I have the honour to belong have each and all made this question of re-afforestation a main plank of their industrial programme, and do so because of its broad national importance. But there is hardly any other topic on which there is so much popular ignorance in Ireland in our time. While hoping Mr. Talbot Crosbie's anticipations will be fulfilled as to the practical interest of the peasant proprietors on the subject of planting, I feel a bit pessimistic on that score myself. Some time after the passing of the Wyndham Act, I read in the Press of a rustic who, addressing a public meeting, thanked God that they could now cut down any timber on their farms. As another instance of this apathy and indifference I may point out that when the late Alderman Walsh, who ably advocated re-afforestation in the South, brought up a motion on the subject before the Cork County Council, one influential member declared that the subject should not be considered "until the last farmer had bought his land," and talked the motion out! While such unfortunate ignorance of this question exists among public men there is no hope for an advance. Contrast this with the experience of the most progressive countries. Our own country is the most treeless of the civilised world. One has only to pass beyond our shores to be aware of the fact. Of the total acreage of England, about 5 per cent. is under timber; of Belgium and Holland, 8 or 9 per cent.; of France, over 17 per cent.; while Ireland is the lowest on the list, with less than $\frac{1}{2}$ per cent. of wood. Last year I came down the right bank of the Rhine from Wiesbaden to Strasburg, and got some idea during my wanderings of the extent of some of the German forests. There are great State forests, and lesser ones maintained by the district authorities, while others are held in private ownership. Frequently the train would travel through the midst of one for miles and miles. The glory of all the district is the Black Forest, which covers the mountains between Baden and Bavaria, and extends for over 100 miles with an average width of 20 miles. The hills are covered with trees from base to summit, and the timber gives rise to many local industries in the large villages dotted over the whole region, besides affording a revenue covered, and Eastern France and German Lorraine possess of millions to the State. The Vosges Mountains are similarly

magnificent woods. Lately, too, in the United States, great progress has been made in re-afforestation, and Arbor Day was founded to create a national interest in this important movement. I expect the same interest to follow the institution of Arbor Week here. Now, if those progressive nations attach such importance to this matter, why should we not also consider it seriously. I pass from the claims of afforestation on the score of its beneficent climatic and other advantages, so ably referred to by Mr. Flynn. I may point out that the great scientist, Tyndall, once declared that if the waste and worthless land in Ireland were planted, the mean annual temperature would be raised three or four degrees—a result worth millions of pounds to our farmers. I do not urge the added picturesqueness which planting the waste land would confer from the point of view of tourist traffic. I believe that, as on the continent, if Irish County Councils took over and planted the millions of acres of waste land, the initial expenses would be amply recompensed later in a valuable property of timber, and an added field of employment in the new industries to which afforestation is bound to give rise. A time is fast coming when, from the increasing demand on the world's supply, timber will become scarce and dear. Our home demand is bound to largely increase with industrial progress, and then, if we have no home supply to draw upon, it will be a bad job for Irish industry. I don't think that the Department of Agriculture would be the proper persons to manage such forests, but I do think that the County Councils would be the right people here. Few private individuals can afford to wait for the result of embarking in such an enterprise, so, if undertaken at all, it must be done by our popular Councils. It only shows the need for the husbanding of the resources of such bodies, so as to meet the demands of pressing subjects like that which we are discussing—subjects of national urgency and importance.

MR. HOUGHTON, M.C.C., Kilkenny.—Mr. President, My Lords, ladies and gentlemen, speaking on behalf of the Kilkenny County Council, I may say that we have already considered this matter. At the outset we were faced with this difficulty. We wanted to get land for planting, and what did we find? Land which before that was valued at one-and-sixpence an acre rose to twenty-five shillings in one jump. Surely public bodies cannot be expected to expend money in that direction if people are going to raise the price of the land in this way.

ALDERMAN COLE, Dublin.—Mr. President, My Lords and gentlemen this question requires looking at both from the individual and public point of view. The Gaelic League last year called upon its members to inaugurate an Arbor Day on the very same lines as the individual planting of trees has been undertaken in America. The feeling has been aroused in America that it was disadvantageous to allow the primeval forests to be cut down

without the possibility of their being renewed, and this movement was started some years ago in the States in Nebraska, and has spread very largely over the continent until now several millions of trees are planted by Americans from one end of the country to another on Arbor Day. We don't know yet to what extent the movement was taken up in Ireland, on this the first year of its application, but no doubt the movement will grow. With regard to the action of public bodies, I think it is essential that public Boards should know their powers in regard to the influence which they can bring to bear on the Department of Agriculture in this direction. Now as legally constituted, the Department of Agriculture has not the primal control, but the Council of Agriculture, which is recruited from the County Councils. And it is of supreme importance to the future of Irish industries that Irish governing local bodies should understand their powers, and apply them to the fullest possible extent in driving the Department of Agriculture in the direction in which it should go, because nobody who has watched the course of that Department during the last four or five years is satisfied that it goes of its own accord sufficiently in the direction in which the national interests of Ireland dictate that it should go. The General Council of the Irish County Councils, to which I referred a few moments ago—this General Council can bring enormous pressure to bear on the Department, owing to the way in which it is recruited and constituted from the very men who compose largely the Council of Agriculture. And if the General Council adopted, in the name and on behalf of, the County Councils, a policy of re-afforestation to be determined on such lands in Ireland as, the resolution says, are unfit for other produce, then nothing can enable the Department to escape from its duty, and from the actual task of carrying out this work, and the object of this resolution. We want to find out in Ireland, and having found it—what the powers of those bodies are to have the moral courage to apply them and keep pegging away until we succeed in getting them to apply the powers that are in their hands, if they only choose to use them. We must construe these Local Government Acts, and find out the extreme use we can make of them. I don't want to say anything more, but just to leave the idea in the minds of the Conference that we can do an enormous lot of good without any outside aid by using to their fullest extent the powers we possess at the present time.

MR. TRENCH, Kerry.—MR. President, My Lords and gentlemen, allusion has been made to the responsibility of the Department of Agriculture in regard to this important question of re-afforestation. I happen to be a member of the Council of Agriculture, and was present last Thursday in Dublin at a meeting of that body, and I may as well mention that this matter was brought up by a resolution which was adopted at the meeting. The question may be very likely dealt with this afternoon by Mr. Gill, who is conversant with all that has passed since the

formation of that body up to the present time, on this subject. But the Vice-President stated on that occasion that a great change had come over the attitude of the Department with regard to re-afforestation since it first came up, resulting from the fact that their annual income had been largely taken up with a variety of other projects and schemes throughout the whole country, of all sorts and kinds, and that there was not now very much money left available for expenditure on this very important matter of re-afforestation. It seems to me, therefore, that if the Department is to be made responsible for I believe it will have to be made responsible for the re-afforestation of Ireland, it will be necessary to go to Parliament for further funds, and very considerable funds for the laying out annually a sufficient sum for planting to make any permanent impression upon the beauty and the climate of the country. That, however, is a difficulty that is not insurmountable. But a very difficult question arises, which has been already touched upon by my neighbour here—as to getting the land to plant. Of course the new proprietors are now in the position of saying aye or no to this. This body may work a very beneficial influence upon the new proprietors of the land of Ireland by impressing on them the desirability of not making exorbitant demands for the land which is required for planting. I happen to have to do with a property in Kerry upon which the present owner desires to reserve portions for planting. It is admirably suited for planting on a large scale, but the tenants who happen to be in possession of the hills upon which this planting is contemplated to be effected, up to this have made objections to giving up any part of it for planting, so that the project hangs fire altogether, and indeed the sale of the estate hangs fire in consequence. That is a good hint of what some of our difficulties are like with regard to this great matter of re-afforestation. I think that in addition it will be necessary to bring to our aid the assistance of those who have experience of planting lands that are specially adapted for this particular thing, and also of lands upon which it is most difficult to make trees grow because they are wind-swept lands which need to be planted, in order to form shelter for the land inside them. These wind-swept lands are extremely difficult to plant. I may say I have had some experience of it, but we have overcome our difficulties, and we have handsome trees now where twenty-five years ago not a tree was growing. I believe if this project goes forward favourable results will follow along the whole of the west coast of Ireland, where, as somebody mentioned, already you can see half the country completely without a tree, with nothing to bear witness that it is capable of being planted except enormous quantities of big timber bearing evidence of the forests that were there in former times.

PRESIDENT.—Before putting this resolution, I would ask you to allow me address you on the subject for two or three minutes. In the first place it is one which deeply interests

me ; in the second place I think I may tell you the result of a very interesting experiment which I saw carried out myself in this direction in the very heart of England. It was my lot to live about twenty years in a district there, once occupied by one of the greatest forests in England—the forest of Arden. Now, portion of that country, once occupied by that forest, is a district known as the Black Country. Any person who makes his way from Holyhead to Birmingham is obliged to pass through that most desolate tract of land—a place which was covered with hideous spoil banks, the remains of the smelting of iron, and that, gentlemen, I think, was, without exception, the most awful landscape that any person could cast his eye upon. Some few years ago it was determined to try and do something with this awful country, and clothe it with trees. A limited liability company was formed, and it set to work. An endeavour was made, assisted by experts, to find out the best kind of trees to put upon these awful heaps, and as a result there are large parts of that Black Country which to-day are positively visions of beauty. That is really no exaggeration. At a place called Wednesbury, there was one of those frightful collections of spoil banks. Those who have seen them know what sort of horror they are. There is nothing at all like it in this country. Now that has been converted into a public park. It is a place covered with trees, and is as pretty a park as I suppose you could see anywhere—a place which ten or twelve years ago was hideous beyond the powers of language to express. I mention that because it is an example in the first place, that no soil can be regarded as hopeless for the growing of trees when they grow in these banks, and in the second place, that something might be done in this direction, apart altogether from State aid, because this re-afforestation is being done by a society, largely through the medium of a limited liability company, and certainly the result, and I have seen it myself, is most encouraging, and I have no doubt, apart altogether from the beauty of the country, these banks, which were formerly hideous and worthless, will become a source of revenue to their owners when tree growing there takes place on a considerable scale. I will now read the resolution, which is not printed, and put it to the meeting. (Reads resolution.) I now put the resolution. All in favour of it will say “aye,” to the contrary, “no.” I declare the resolution carried.

The Conference adjourned at 1.30 for luncheon.

The sitting was resumed an hour later, when

MR. WILLIAM FIELD, M.P., moved : “ That it is expedient that a Central Committee be formed for the purpose of enquiring into and negotiating questions of transit ; that the Associations be asked to appoint two members each for Dublin, Cork, Limerick, and Waterford, one each for other branches.” He said :—Let it be granted that the Irish Railway Companies have been compelled to incur excessive expenditure, in legal costs, and to give exorbitant prices for land ; still they have been constructed

much cheaper than across the Channel, where the rates and tariffs are lower, and better facilities exist; yet the public have to pay upon all this money which was capitalized, and dividends are expected therefrom. Besides, Irish Railways have received from the State about one-eighth of their entire capital, or about £5,000,000, free grant, not including the Light Railways of recent legislation, and some explanation is due to the taxpayers that such large amounts should be used to the disadvantage of the community. However, public opinion is awakening on both sides of the Channel, as evidenced by an article recently published in the *Evening Standard* on the World's Railway Rates, showing the contrasts between Great Britain and other countries. The Department of Commerce and Labour at Washington have issued a comparative statement as to railway freight rates and division of earnings between capital and labour, showing that in America the average cost is in startling contrast with the dearness of English freights. Continental freights are generally much lower, and the same applies to passenger rates. In wages also, the American labourer is much better paid. From what I learned as a member of the Select Committee on Railway and Canal Rates and Charges it appears that the railway dictum, *to put on traffic what it will bear*, is carried out to its fullest extent in Great Britain and Ireland, for it is an extraordinary fact that British Railway Companies are often content with lower dividends than the Irish Companies, with some exceptions. The Government, directors, managers, and people, apparently overlook the fundamental principles underlying this question. Transportation is a necessary adjunct of production. It is one of the phases of production. A supply or article must be brought to the place of sale and this carriage to the market constitutes a part of the exchange value, *i.e.*, the value of the farmer's produce or the manufacturer's goods consists not only of the cost of growing the one, or making the other, but also of the expense of carrying it to the place of sale. Transport is, therefore, a *productive agency*, not of the thing carried to the market, but of its exchange value, and where competition exists, exchange value determines sale. As a country develops, it demands better transit facilities, and as means of transportation are improved and cheapened, almost in precise ratio do the agricultural produce and the industrial progress of the country increase, for *trade and transit travel together*, and the limits of markets are frequently determined by the cost of transport. High rates are an impediment, but preferential rates are more malignant in effect, for they enable home producers to be displaced and undersold by articles manufactured in England, the continent, or even America—many of those articles being producible at home. This constitutes a direct obstruction to native production. In order to obtain traffic for themselves the British Companies, which absolutely control the smaller Irish Companies, have arranged that through rates shall be so low, as compared with internal rates, that Irish markets are oftentimes almost closed to Irish manufacturers. This is

accomplished by the Clearing House and Conference, where rates and charges, preferential and otherwise, are arranged to suit the great carrying corporations, with no Government supervision, and with little regard to the interests of native producers. In this combination the Railway Companies and Shipping Federation always co-operate, representing thousands of millions of capital, or the biggest trust in the world, invariably acting as a huge combine, and frequently operating against the interests of home producers. It is calculated that Great Britain pays £2,000,000 per annum more in tariffs than would be paid for the same service on the State Railways in Germany, and in proportion a greater ratio of cost in carriage prevails in this impoverished country.

The Railways and their Rates.—"As things stand at present one might be forgiven for thinking that the railway directors in this country were foreigners, in the pay of foreign shareholders, who wanted the big English city markets for their own products; for the railways, as they are now conducted, are no friends of the English growers. They are, in fact, their worst enemies." This also applies to Irish Railway Companies. Every passenger and producer in this island is compelled, in the exercise of his duty as a citizen, to contribute to the railway revenue. Ireland is a benighted region divided amongst certain Railway Companies, who assess rates and charges upon the community without any serious interference from the legislators elected to protect and promote public utility, for under the existing regime the Railway Companies are *legislators*, not *carriers*. It is said there are forty-eight directors in the House of Lords, and seventy-two in the House of Commons, with numerous shareholders, and their influence permeates Parliament, Press and People. In opposition to the principle of competition, which is alleged to be a safeguard, Irish Railway Companies were permitted to purchase all the canals, save that which was successfully managed by the late hon. member for Stephen's Green. Perhaps only one other canal is of general value—that is the Ulster Junction and Chamney Canal. In all other commercial countries the utility of canalized rivers and canals is admitted and supported. France, Belgium, and the Low Countries, Russia, Austria, Hungary, all have spent enormous sums to promote inland waterways, to serve as a corrective for high railway charges, and to enable heavy goods traffic to be carried at a cheap rate. General J. Fisher, in the *Asiatic Quarterly Journal* lately wrote:—"If the cost of goods traffic in England was reduced by waterways to the rates prevailing in Germany, France, or the United States, the saving to the country would be equivalent to taking off the income-tax altogether, and the tea duty." At Buda Pesth International Agricultural Congress, where representatives from nearly every nation in the world attended. I supported the following resolution: "All means are to be employed to prevent the home markets being flooded with foreign products, and to aid the export of all native produce, without interfering with the free intercourse of agricultural products. The co-operation of the State would

be applicable to the creation of low freights on water and railways." This was passed unanimously. But in the United Kingdom the policy is exactly the opposite. Preferential rates are freely accorded to the foreign importer, and high rates are extorted from the native producer, who pays rent, rates, taxes, and gives employment. The carrying companies carry Parliament and govern the Government. The prophecy of Captain Tyler is being realised in Ireland:—"If the State does not manage the railways, the railways will soon manage the State." The Department of Agriculture is now charged with certain powers, but it remains to be proved if it can control the railway ring. Adam Smith laid it down that the native producer enjoyed protection by reason of the greater cost of transport from foreign countries, but the dogma of one age may become the heresy of the next. Owing to the introduction of steam, cheap ocean transit, and preferential railway rates on land, the position is entirely changed. As an indirect result of this ruinous system, our labourers are emigrating to the countries from which those products come, where they can obtain higher wages, leaving at home the non-producers, the loafers, the old and decrepit, the paupers and the lunatics. This is an aspect of the question demanding immediate attention from economists, politicians and statesmen, because the industrial resources of Ireland are hindered rather than developed by the policy and practice of the great carrying corporations. Live stock is unfortunately the staple product of the country, and it contributes 14 per cent. of the total receipts of the Irish railways; yet it has not received corresponding consideration, although some improvement was manifested as a result of the Land Transit Departmental Committee. The carrying companies have sometimes relapsed into their old ways of delays and damage, careless shunting, and want of help and accommodation. Under the shelter of their through consignment note (which consignees are compelled to sign, or the stock will not be carried), the companies contract themselves out of liability under the Carriers' Act. An eminent K.C. has advised that some of the clauses are illegal, and have been repeatedly proved to be so in Courts of law; still they are retained. As President of the Irish Cattle Traders' and Stock Owners' Association, I was interested in a case where a lot of cattle were smothered in a vessel, through defective ventilation. But the verdict and costs were given against us because of the contract note, which was the only evidence produced, as there could be no denial of the sufferings and death of the cattle. Several similar verdicts were given since. As a member of the Departmental Committee on the Land Transit of Live Stock, I advocated the insertion of a compulsory minimum rate of speed in the recommendations of the Committee, but railway companies effectually resisted. In America cattle trains take precedence of all ordinary traffic, but in the United Kingdom live stock must wait until every other kind of traffic is delivered. Yet Ireland loses half-a-million per annum by careless carriage of live stock, as proved

by the evidence given before the Departmental Committee on Cross Channel Live Stock Transit. Let us see what is done by other Governments on this point of contract. "One of the questions discussed at the Twenty-second Conference of the International Law Association, which was held at Christiana on September 4 to 7 inclusive, was that of International Railway Transport. It seems somewhat curious that no step has up to the present been taken by British merchants to urge their Government to consider the question of its adhering to the International Railway Transport Convention of 1890, signed at Berne by Germany, Austria-Hungary, Belgium, France, Italy, Luxemburg, Holland, Russia and Switzerland, and since acceded to by Denmark. The object of the convention was to provide for "through" contracts of carriage of goods by railway from one signatory country to another by means of an International code of rules, instead of the private arrangements existing between railway companies of different nations. One of the great advantages given by the convention is that the goods owner obtains a more effectual remedy against the railway carrier than he can by private contract, owing to through transit being governed by the same conditions in every country." British railway companies may not be desirous of pressing for a change which may fetter to some extent their freedom of action ; but such an enlargement of the scope of railway contracts would necessarily, it seems, produce greater freedom and volume of international trade, of which they would share in the benefit. The Board of Trade might well consider whether British trade would not gain a material advantage by joining in the system, which seems to be so successful on the continent. At the last meeting of the Council of Agriculture, a resolution was unanimously passed asking for the appointment of a Vice-regal Commission to inquire into and report upon the Irish transit system, but as a practical feasible remedy it might be considered that the Irish Railway Boards could be dissolved, compensating Railway Directors by annuity or commutation. The expense of the Clearing House could be ended, and the officials employed could be generously treated in the same way as the Directors, and the average dividends for the last five years should be paid annually to the shareholders, to be guaranteed by the State pending purchase. All the lines should be amalgamated under one management by a representative Committee. The necessary funds should be provided by a guaranteed grant from the Imperial Exchequer, as suggested by Mr. Chalmers Smith, and the report of Mr. Childers ; for in Ireland taxation increases almost in the same ratio as the population decreases. This form of restitution would benefit every class in the community, develop agriculture, and encourage the few industries remaining. Besides, it would be most useful as an experiment in economic management, leading up to State ownership under Home Rule. The first Irish railway was opened in 1836. In the same year a Commission, under the presidency of Henry Drummond, was held, which reported in 1838 in favour of the

construction of all further lines by the State. Resolutions in the sense of this report were adopted by Parliament in 1839, but, as usual, nothing further was done in the matter, and the construction of the railways was left in the hands of private companies. In 1867, a Commission, taking for granted the policy of nationalization, recommended a reduction of rates by 42 per cent., estimating that the Irish railways would bring in a profit to the State after eleven years. In 1888 the Commission on Irish Public Works recommended the centralization of all railways under one company, subject to a controlling external authority, to be called the Irish Railway Committee. Ireland is peculiarly situated; her circumstances are favourable for State acquisition of the railways, as stated by the late Mr. Gladstone in 1844: "There is no likelihood that the experiment of the greatest possible cheapness to the public will be tried in the present system." The Allport Railway Commission in Ireland, which sat in 1868, recommended the purchase of the Irish Railways by the State. This is obviously the correct solution of the problem, although it may not be judicious to adopt it immediately, having regard to the political relation of the people of Ireland to the Government; but the case is urgent. Certain powerful English Companies have obtained a controlling influence of some Irish railways, and it is said that other Irish railways are to be absorbed. If this is allowed the whole country will be operated for their benefit, and the settlement of this vital question rendered much more difficult and expensive, because the carrying companies are not simply carriers, but monopolists and legislators. The British and Irish railway companies hold a mortgage on the community, and government monopoly is their title deed, and the fact is ignored that grants of monopoly by the Crown impose corresponding obligations to the public. But general utility imperatively demands that the means of inter-communication and transportation in Ireland should be used and operated in the interest of the Irish people, to develop the natural, artificial, and potential forces of the country.

MR. T. P. GILL, Secretary of the Department of Agriculture and Technical Education for Ireland, seconded the motion, and said—I hope you will make allowance for the disadvantage I am under in following my friend, Mr. Field. I can neither grace my theme with his charm and eloquence, nor am I in a position to treat it with so large a freedom. I shall probably be making the best use of the time at my disposal if I confine my remarks to one or two points which bear directly upon the second part of our subject to-day, namely, the proposal to establish a Central Committee for the purpose of inquiring into and negotiating respecting questions of transit. It seems to me that it will help clear thinking if we bear in mind that in this transit question there are two very different lines of consideration, and if we try to keep them distinct. One is the actual situation—the system which we have to work at present—and the problem,

what is the best that can be made of it under existing laws. The other is the speculative or ideal region, in which we can consider fundamental changes and the establishment of possible systems from State guarantees to outright nationalisation, a region which can only be reached through drastic legislation. I do not propose to enter this latter region at present ; but in regard both to one line of consideration and the other, I think such a committee as is proposed in the resolution should be of the greatest service to the public in helping them to systematic thought, accurate knowledge, and consequently to enlightened action. Now, as to the first of these two lines of consideration, namely, the actual situation, which may be modified or improved by various expedients for the better use of existing provisions—such as bulking of consignments, the sifting of complaints as to rates and facilities, more regular and frequent negotiation between the railway users and the companies, greater publicity, and so forth—on this branch of the subject there are one or two plain features which it is perhaps worth while plainly stating. First, the main feature of this system is that the railways are treated as traders or persons whose business it is to sell transportation at a rate which will yield them the largest net profit. We have not to raise the question whether it is sound that they should or should not be so treated. The fact is that under the present system they are. True, they are limited in certain respects by Parliamentary regulations, but when you look at such regulations it is clear that they do not change the fact that under our present system the railway is regarded as a trader. The second point of which I wish to remind you is this, that it is an unwritten law of the constitution that the State shall not help one trader to the injury of another. It can help one trader when its action does not hurt another, and it can help a trader to work with another. It can assist in bringing interests together, to look at one another and see each other's point of view ; and it can ultimately discharge the growingly important function of an arbitrator in cases of dispute. But that it may fulfil this function aright, the State, I repeat, cannot help one trader to the detriment of another. Its main duties are, on the one hand, to investigate any infringements of the statutes, and on the other hand, to be ready to offer its good offices as mediator between seemingly opposing interests. Now these two plain points—the trader character of the railways and the judicial character of the State—have a very practical connection with the question before us. Under the present system—mark me I do not say that that system is the best for our country—a voluntary association or committee of traders or railway users should be of the greatest utility in focussing the opinions and interest of the trading community. This is work of high value to the country, but it is the work pre-eminently of a representative and voluntary body. The action of such a committee would be one of the most effective means of enabling us to make the best use we can of the present system. It is the necessary com-

plement of the existing machinery, and gives to the public what the railways possess—organization. It is my opinion that such a committee, if rightly understood and wisely directed, would prove an assistance and not an antagonist to the railway interests of the country. But of this in a moment. What we have to recognise at present is that from the nature of the case, the railways are organised, and the railway users, commercial and agricultural, are not. The railway users are to some extent associated, but they are not organised, and so it is with them too much a case of individual effort, separate thinking and striving, and consequently, more or less inchoate opinion and ineffective action. Now, no committee can be a substitute for individual effort, but the experience of Railway Commissions has proved that even in the matter of getting up evidence, no case can be adequately presented without the aid of previous organization, and such a committee as proposed should be a centre of co-operation which will bring together a mass of information, and let in the light on this railway question in a way hitherto unknown. It will give both sides the means, not only of knowing their own, but also each other's case in a much fuller way than ever before. And this is the most essential condition of making the most of our present system. But there is a further strong reason for the appointment of such a standing committee, and that is this. If a movement is going to win through, it needs to have an organization which is not simply called into being, buried, and then spasmodically resurrected. It needs a permanent plodding organization until the work is done. The experience of reform movement after reform movement alike through failure and through success, has proved this truth. Hence the importance of a permanent committee—a committee in which confidence, which requires time, may be established, which may accumulate experience, and, out of its wisdom, help to shape an enlightened public opinion. Such, at any rate, it seems to me, would be largely a function of such a committee. Now, I wish to say just one thing more, and that is to repeat that the work of such a committee should be a help and not an obstacle to the best interests of the railways themselves; in fact, the interests of the railway shareholders and the country are, or should be, identical. Anyone who has taken the trouble to inquire into Irish railway returns of recent years knows that investments in them have, on the whole, not been proving an El Dorado. The true hope of the Irish railway shareholders lies not in revision of rates, but in the growth of the agricultural and industrial prosperity of the country, and it is but a policy of enlightened self-interest—and that is the policy which we must hope for on the part of the railways—to do everything in their power to assist and foster the revival of Irish industry, and the prosperity of Irish agriculture. New industries mean new freights. But above all, it is of the greatest importance, and I do not think anybody could with better grace and greater cause do this than a committee springing from the Industrial Associations. Above all, it is important

that the question of inland rates and of helping the home producer to the home market should be pressed on the attention of the railway authorities as a vital condition of the success of the Industrial movement. It is because I believe that in these and other ways a small representative business committee can give a great practical help forward towards a better understanding among all concerned—railways and traders—and because it will be the best means of promoting a deliberate judgment on the large and speculative question of railway ownership and management, and on the practical wisdom or unwisdom of any particular policy for Ireland. It is on these grounds that I have great pleasure in seconding the motion which is before the Conference.

MR. JOHN SWEETMAN, Dublin.—Mr. Chairman and gentlemen, As far as the general question of whether the present transit rates injure Irish industries is concerned, I think that there can be no second opinion, on the subject. All agree that they do so, and very largely. Difference of opinion comes in when we consider whether the railway companies can lower their rates without injuring the dividends of their shareholders. As an unfortunate shareholder in the Great Southern and Western Railway, I think it is quite possible that we might increase our dividends by the judicious lowering of rates. It is the old question of the Penny Post, which was decided sixty years ago. It pays better to carry a large quantity of goods at a low rate, than a small quantity at a high rate. A large population along the line of railway is what is required to enable it to earn dividends. Our railways have in the past done everything they possibly could to lessen our population. Some years ago I asked the late Mr. Pim, the then chairman of the Great Southern and Western Railway, at one of the half-yearly meetings of the shareholders, whether it was true that foreign goods were carried over our line at a cheaper rate per mile than Irish goods. His reply was that the rates for through traffic were made in England. Here, gentlemen, lies the whole difficulty. We depend on England and not on ourselves. As long as we do that our interests must suffer. I maintain that we should exactly reverse the system with regard to rates. We should charge a higher rate for English through goods, and a lower rate for Irish local traffic. This would tend to encourage local manufactures, which would have the effect of increasing our Irish population, and, therefore, would increase our dividends. Twenty-five years ago, when I was managing director for a company for the settlement of land on the Western Prairies of the United States, I found that the American railroads gave every facility to new settlers, their object being to encourage the settlement of the land near their line, in order that they might have the more traffic. I think in the same way it would pay the Irish railways to give special terms to all new enterprises, as, if they succeeded, the population along their lines would increase. On the other hand, unfortunately, we see that the directors of

the Great Southern and Western Railway have, from a very short-sighted policy, promised £5,000 of the shareholders' money to guarantee the expenses of an International Exhibition, which, by giving a great advertisement to foreign, and in particular to English goods, will certainly injure the Irish Industrial Revival, which we are here to advocate. Population must decrease if all the wealth we have in Ireland is sent out of the country, to pay a population in other countries to produce what we require. Any sane man, if he be not a Barrington lecturer, will acknowledge that a country which only produces beef and mutton must decrease in population, and be less prosperous than one which either produces whatever is used in that country, or else manufactures one class of goods to exchange for another class of goods, which is the aim of Free Traders, but which we must acknowledge has not succeeded in Ireland. Exchanging the wealth produced by grazing for goods produced by labour in other countries, must impoverish us, and, carried to the extreme to which we have carried it in the past, will leave us in the end with only the owners and managers of grazing farms, the necessary herds to attend to the cattle, the necessary officials to carry out English law, and the necessary servants to attend to the wants of these three classes, landlords, graziers, and officials. Our railways must, therefore, decrease in their earning power, for tourists, coming for a couple of months to see our lakes and mountains and depopulated plains, will never enable our railways to pay dividends on the capital already invested. In this matter I believe the interest of the nation is the interest of the railway shareholder. Even John Stuart Mill, the apostle of the Political Economists, writes in his *Principles of Political Economy*, which I studied carefully some forty years ago :—"The superiority of one country over another in a branch of production often arises only from having begun it sooner. There may be no inherent advantage on the one part, or disadvantage on the other, but only a present superiority of acquired skill and experience. It cannot be expected that individuals should, at their own risk, or rather to their certain loss, introduce a new manufacture, and bear the burthen of carrying it on until the producers have been educated up to the level of those with whom the processes are traditional. A protecting duty, continued for a reasonable time, might sometimes be the least inconvenient mode in which the nation can tax itself for the support of such an experiment." We in Ireland cannot do what John Stuart Mill recommends, and have a protective duty by law, as we do not make our own laws, but we can have protection by a voluntary boycott of foreign manufactures. This I believe to be now quite possible, owing to the recent national uprising. The present industrial Revival Movement is an outcome of the Gaelic League. We are no longer ashamed of our language, no longer ashamed of our nationality. We no longer aim at being Englishmen. We have begun to realize that we are in reality a nation, to take a pride in our nation, and to endeavour to make that nation prosperous. Human

beings living in society are bound to each other, whether they like it or not. They cannot succeed if they only think of themselves, and do not work for the common good. Patriotism is in reality necessary for individual success. Unless a nation be prosperous, the individuals forming that nation cannot be successful, and therefore true selfishness would make us patriots, namely, men who love our country, our nation. Hence we look around to see how we can make our nation prosperous, and hence we are here assembled in this Conference. The point of my argument is this. We ask the railroad companies to carry Irish manufactured goods at a lower rate than foreign goods, for the sake of the very existence of our nation. I maintain that if they accede to this request, they will benefit their dividends, as the interest of a railway company lies in the supplying of the wants of a populous and prosperous community. As an addition to the resolution proposed, I beg to propose that "This Conference asks the Railway Companies of Ireland to carry Irish manufactured goods at a lower rate than they carry foreign goods. And we ask them not to encourage in any way the holding of an International Exhibition in Dublin, as we believe such an Exhibition, by advertising foreign goods, would injure our endeavour to encourage the use of Irish manufactures."

PRESIDENT.—I am sure that Mr. Sweetman very well knows that the addition would not be in order, having regard to the statement I laid down at the beginning of the meeting, namely, that a matter involving a fresh subject for discussion could not be introduced.

MR. T. H. SLOAN, M.P.—Mr. Chairman, My Lords, ladies and gentlemen, the limited time at my disposal to address this Conference will make it necessary for me to apply myself to the question directly, but I must take a few moments to thank the Committee for their kind and generous invitation to me, so far removed from Cork, where the agitation for industrial progress is in such a prominent position. I should say, notwithstanding the fact that it has been given to the general public, and rightly, too, that the reason Belfast has been excluded from the resolution we are considering is that there is no Association there. I might say, however, to this Conference, that that is not because the people in the North of Ireland have any disregard for the interests of their country, or for the progress and industrial development of it. My presence here to-day is not in any way anti-Northern or that I have entered into any new arena of Irish politics, or that I desire, in any sense of the word, to consider myself a distinct part of the country in which I was born. I yield to no man in my conviction that I am an Irishman from the crown of my head to the soles of my feet, and if I claim to be an Irishman, therefore I have a right to exercise its privileges and to maintain its principles, for the good of Ireland as a whole, irrespective of class or creed. I will not in any sense of the word try to imitate—because that would be a failure—the very eloquent address

you have just listened to in connection with the resolution before you, and my apology is that the resolution as to the appointment of a committee to consider the questions that have already been discussed, and therefore I am not going to take the work out of their hands, and I should give the reason for speaking to the resolution the necessity for the resolution, and I could not do better than refer you to a pamphlet which was put in my hands when passing through Dublin on Monday, on the question of transit in this country, and I discovered that this was not a Southern or a Western question alone, but that it was a question in which every Irishman in the North of Ireland also should take an interest in. I was pleased to hear that my friend who spoke in support of the resolution was himself a shareholder in the Great Southern and Western Railway. Surely nothing could be more sympathetic and tolerant and impartial than that we have in our Conference to-day a man from the North of Ireland, and also an individual whose direct interest is in the question we are discussing, and I think that is an argument that there is no desire for the confiscation of individual rights. The population of a certain town in the North is 500, and the chief support of the inhabitants is the sale of fowl, butter and eggs. The distance to their market is about 21 miles by rail, and 13 Irish miles by road, and they are compelled to pay for transit 14/2 per ton for live fowl, and 12/- per ton for dead fowl; and for butter and eggs the carriage is 10/- per ton. It is impossible for poor people to foster industry under such circumstances, and as far as towns like this are concerned, it should be the united effort of Industrial Associations to see that that hardship is removed. In another case it takes one wagon of timber to pay for the transit of seven over a distance of 21 miles. These are reasons why Irishmen as a whole should stand forth in the great cause, in order that the great cause of the country may be no further decreased, and that men of all political opinions and beliefs may have the cause of the country at heart, so that they will refuse to alienate themselves from this great movement, which is for the benefit of all and the injury of none. As another instance I might mention that a draper might send a parcel weighing 14 lbs. to Omagh, and the cost is ninepence, and if the same man sends the same parcel to Leeds he is only charged fourpence. I have the greatest possible pleasure in associating myself with the resolution that is before the Conference, and to assure the Conference that they are none the better Irishmen in the South because you have Associations, than we in the North are because we have no Associations. I believe the day is not far distant when social reformers will receive the attention of the great majority of the entire country, and when we all associate ourselves with a movement that has for its object the betterment and the benefit of the people, and to prevent the depopulation of the country, it will not be a crime to be from the North or South, East or West, if we are interested in it. I think it is an unfortunate thing that the proposal made by two great philanthropists such as Lord Iveagh and Mr.

Pirrie has not come to pass. I do not know what the cause is, but I have heard it said it is the cause of the roads, and that the County Councils could not undergo the large expenditure that would put the roads in order. It is not possible, in the present condition of the roads for a motor of five or six horsepower, or an agricultural traction engine to stand the stress or wear of carriage or haulage power. I quite agree with Mr. Field in his eloquent address, that the unification of railways is another way out of the difficulty. I think it is possible for that to be considered. I not only heartily support this resolution in regard to transit facilities for our country, but speaking for myself, and and for thousands of others. I am not here for the purpose of identifying myself with a particular resolution, but wherever the interests of my country require it, when there is no sacrifice of religious or political principle, there is no man more warm in his heart to seize an opportunity of removing our grievances, and making Ireland what she should be—prosperous and industrious, and the envy of the world.

CAPTAIN SHAWE-TAYLOR.—Mr. President, My Lords, ladies and gentlemen, after the eloquent speeches that have been made, I do not propose to deal much with the question of transit rates. These facts speak far more eloquently than words do. To-day, while I will not touch on this question of hardship, I will try and put forward a few simple practical suggestions which may commend themselves or not to this Conference. One of the suggestions that has been made is that railway companies should send circular letters to every Irish manufacturer, asking him to state in what way, if any, his trade suffers owing to the rates he pays for the conveyance of his goods from the home stations to the different districts in Ireland. To my mind that is a simple way of learning the needs of their customers, and then setting themselves to meet the needs of their customers. This, however, throws the initiative on the railway company, and they might plead insufficiency of time, or say it is better to let sleeping dogs lie. There is another way suggested, and that is by means of a Royal Commission, and this was proposed and carried at the half-yearly meeting of the Board of Agriculture. Personally, I have no confidence in a Royal Commission, when, in 1867, the Devonshire Royal Commission reported in favour of the purchase by the State of Irish railways, and now, forty years later, we are no nearer to it than then. It is also proposed that the Transit Department of the Board of Agriculture should be more largely utilised by traders than at present. This Department has the power to take up the grievances of a trader and approach the railway company with regard to it, and relieve the trader of all financial responsibility in connection with the proceedings. It could not be generally known that the Transit Department had this power, for during the last five years in which it had been in existence there had not been one single occasion upon which an application had been made by the Transit Department to

the Railway Commissioners. There had been another suggestion, that the powers of the Transit Department should be transferred to the Local Government Board, who would have power to hold inquiries into complaints of traders, and local authorities could take action in the matter. The great pith of the suggestion was that they had to go to the Government to ask to have it carried out, for the Government declared on the 30th of April last, in answer to Mr. Field, that they could take no action. The true action to be taken is embodied in the resolution before you, and that was to form a central body to deal direct with the Irish railways. Upon the 16th December there will be a conference of managers of Irish railways and canals, at the Irish clearing house. They will have power to consider all questions of principle affecting railways. I would suggest that the Central Council should meet that conference of railway managers and put before them this great question of Irish through rates, whether the Irish trader is to be given not even financial or a decided preference, but the barest equality in his own country with the Englishmen, the Scotchmen, and the foreigners who are importing goods into this country. Personally I do not believe that the railway managers can refuse to meet that body. Ten years ago it had been the custom of chairmen of railways to boast of the number of emigrants carried by their systems, little realising that emigration was as great a curse to the railways in the long run as it was to Ireland.

MR. WILLIAM IRELAND, J.P., Dublin.—Mr. President, My Lords, ladies and gentlemen, I think I express your opinions when I say we are to be congratulated on the manner in which Mr. Field has brought this subject before us. He, who is brimming over with enthusiasm, has brought before us in very moderate terms the subject we are dealing with at the present time. In rising to support this resolution, I do so at the request of what is known as the Irish Traders' Association, which is known all over Ireland. Its head-quarters are in Belfast, and it numbers over thirty Associations, and the trade numbers 1,500 members, and I have been asked to come here to-day to support this resolution, which is now before us. This question of railway rates has occupied our attention for a considerable time, and while some grievances have been redressed, many more remain to be removed. I for one do not come here for the purpose of attacking any directors or officials, or the personal management of this country, but simply to discuss a matter of vital importance to the agricultural and commercial industry of this country. There are people who hold the opinion that the State should take the railways over, and work them for the betterment of the people; but I doubt very much whether they would do so, inasmuch as it would cost them upwards of £40,000,000 sterling to purchase the railways, which I think the State is not prepared to pay. Others there are who think that all the directors of all the boards on all the railways in Ireland should be turned out and others take their place. Who the others are I don't know, and I don't think that would improve matters, because you may depend on

it that some trouble would ensue and things would not be all right in the end. It is quite natural when a person invests money in an enterprise that he should look for something out of it, and when we take the Irish railways together the average per cent. is about $3\frac{1}{2}$, and that cannot be said to be a large return. There is no doubt that high rates impede and hinder the development of the industries of the country. The lowest possible rate should be put on the articles manufactured in this country, in order that they could be put on the best possible market. The railway companies have a very important part to play in connection with the business of this Conference. It is of the utmost importance that railway companies should assist us in giving the products of this country what we are striving for—fair play. By doing so the tide of emigration would be stopped to a great extent, industries would be revived, the country would become prosperous and the railways themselves and their shareholders would share in the prosperity. The little industry with which I am myself connected spends something like £12,000 annually in wages, and no later than a few days ago we sent down to your city of Cork 171 gross of bottles by steamer, the railway rates being $2\frac{1}{4}$ per ton more. I agree with my friend Mr. Sloan in saying that North, East, South and West. should join together in this grand movement, and I hope that the result of our coming here from all parts of the country will have the desired effect. What we want now is action, and not words, and to bring to a happy and useful conclusion the great problem that lies before us, namely, the advancing of our country, and the keeping at home those who would go away.

MR. ENNIS, Wexford.—Mr. President, My Lords and gentlemen, I may say that the question of the revival of Irish industries does not affect us so much in the town I come from—Wexford—the most Irish town in Ireland, for I am glad to say we have our industries established there already. As far as the South and West of Ireland are concerned, Wexford leads the van in industrial progress. We have several large engineering works there, a hat factory, and lately we have added another small industry in the way of the manufacture of straw hats, which we hope will lead to the employment of a good deal of girl labour. With these numerous industrial works I need hardly say we feel the transit problem most acutely, and you may judge of what we have to contend with when I tell you that it is easier to deliver a plough to Roumania than to send it to your own city of Cork. The rates are all in favour of the manufacturer when he goes abroad, but when it comes to the home market, the rates are directly against him. By charging the rates they do, the railway companies are blind to their own interests, and they are pursuing a conservative policy which I think is not a wise one either in their own interests or the interests of the country. And with regard to the motion which we are now discussing, the individual trader has no chance of fighting his battle against the railway

companies, but if we have a strong organization throughout the country the railway companies will be powerless to fight against it. Mr. Gill said that the State cannot help one trader against the other. Well, I am not prepared to dispute that in the abstract but there must be a large qualification. A railway company is not on the same footing as a trader, but it should not help to create a monopoly in favour of one as against the other ; and I hold, and I don't think it is reasonable to dispute what I say, that while the State should not help one individual trader as against the other, I think it ought to compel the railway companies, to whom exceptional powers have been given by the State, to use those powers for the good of the community. I also hold that when this committee comes into existence, that it is not enough for the Department of Agriculture to say that they approve of it, but that they cannot help one trader against another ; but the Department was established for the good of Ireland, and I hold that agricultural and technical instruction in Ireland largely covers such works as we have in Wexford, and when it comes to the question of a railway company to carry the goods of Irish traders and Irish farmers, these should have at least equal rates for the conveyance of their goods as the foreigner. I say that the Department should not sit down and say they cannot interfere between one trader and another, but that they should use the powers given them by Parliament, and use them in favour of the people. Mr. Slcan spoke a while ago of the Pirrie-Iveagh Transit Scheme, and deplored the fact that it was not at present in operation in Ireland. I heartily join in the regret expressed that that scheme did not come into force. When that scheme first came up I had an interview with Mr. Pirrie on the subject. The Wexford County Council were alive to the enormous importance of the project, and we undertook to put the roads into the condition that would be required. And the reason I mention this now is to show that the Wexford County Council were not lax in their efforts. Well, the information received was that while the Pirrie-Iveagh Syndicate recognised our action, and were willing to do their duty in the action, yet unless the County Councils of Ireland as a whole took up the scheme, they were not prepared to go on. This really was what stood in the way. I thank you for your patience in listening to me, and I wish cordially to support the resolution before the chair.

MR. LORCAN SHERLOCK.—Mr. President, ladies and gentlemen, as secretary of the Irish Cattle Trade Association. I desire to say a few words, and I shall not occupy much of your time in doing so. Some three or four months ago a Kilkenny trader told me he was anxious to send certain goods to Cork, but he was informed that the rate from Kilkenny to Cork was 25/5 per ton, whereas shipment to Liverpool would be 15/- per ton. I immediately got into communication with Mr. Riordan, your energetic secretary, and the result of Mr. Riordan's action was that the chairman of the Great Southern and Western Railway

Company agreed to reduce the rates to 20/- a ton, leaving it still 5/- a ton higher than the rate to Liverpool. That shows the improvement that could be made in railway rates in the country. I feel perfectly convinced that if a proper association existed, representing the traders, you would find the railway people coming out of their way to meet you rather than to fight you. The railway companies want to get dividends, and large rates on small traffic. We don't desire to see the country drained by emigration. Our endeavour is to increase the traffic and to reduce the rates. Working upon these lines, and upon business lines, the railway companies will be working on lines that are bound to pay them. With even the Dublin, Wicklow and Wexford Railway working on these lines, our friend, Alderman Ireland, would receive a dividend. Captain Shawe-Taylor has undoubtedly done a good day's work for the country in the publication of his pamphlet; but I would ask Captain Shawe-Taylor to publish another little pamphlet for the purpose of giving information to the people who are engaged in trade, and that would be a pamphlet with copies of what the railways call their consignment and delay notes. More extraordinary documents have never been issued. They have their conditions, and they absolutely refuse to carry live stock unless these conditions are signed. Under these conditions a man who sends stock signs himself absolutely out of court, no matter what happens. Some years ago our Association, recognising the importance of this matter, and notwithstanding that we were advised against it by a most eminent barrister, went to the Four Courts in an action against a Shipping Company and a Railway Company. That cost us £400. Mr. Justice Andrews, in nonsuiting us, admitted that our facts were proved up to the hilt. It was admitted that over crowding had taken place, and that ventilation was bad. "You have signed the consignment note," said the judge; "you have made a contract; you are nonsuited in law; the law is against you." Carrying companies will refuse to accept stock unless you sign the note, and there is no alternative; yet these people are common carriers under the Carriers' Act, of 1872. It is such an anomaly that recently I got—in fact, what an Irish barrister having to advise, advised that the right thing to do would be to bring the stock and offer the carrying companies a reasonable rate, to tell them they are common carriers, and that they are bound to accept the stock, and bound to deliver them. My great object in speaking here this evening is to try, in the formation of this committee, to give some special representation upon it to the South of Ireland Cattle Trade Association, and the Irish Cattle Traders and Stockowners' Association, representing two organised bodies comprising 14 per cent. of the entire trade in Ireland. In addition to that, the men connected with this organization have considerable experience both in Law Courts and in dealing with Railway Companies in this matter, and I am quite satisfied from the fund of information that is thus bound to be at the disposal of the

organization, that that course and that information would be of exceedingly great value to the Committee. I feel perfectly satisfied that it is an exceedingly hopeful sign of the time that sensible men are commencing to see that no progress will be made in Ireland so long as the Railway Companies move on the present lines.

ALDERMAN COLE.—Mr. President, ladies and gentlemen, I was rather struck in the opening address upon the subject that no reference whatever was made to another very important mode of transit in Ireland, namely, water transit. The question of canals, and the carrying of a large bulk of traffic through canals, has, up to the present, been completely ignored. I think that that is a great mistake. Unfortunately, as canals are at present, so far as my information goes, the railway companies have a controlling influence over the two principal ones, the Grand and the Royal Canals; but it by no means follows that the country should ignore the matter of traffic by canals, and the question should not be allowed to drift hopelessly. It is a great pity that we have not amongst us to-day men like the late Mr. James McCann, who devoted so much time to centring public attention on this very important mode of transit. When we consider what is done in this respect in some of the progressive countries of the continent, particularly Belgium and Holland, countries like the central portion of Ireland, abounding in great long stretches of country through which canals could be made without entailing very great expense on their construction, we must begin to think that we have some compensation in possibilities of this mode of transit. This natural gift to Ireland is at the present almost wholly unused. The waterways in Ireland, in proportion to the extent of country, are probably greater than the waterways in any other country in Europe. In France, and Belgium, and Holland, and Denmark, a joint system of using rivers and canals is much availed of for ordinary agricultural traffic; agricultural prices at present are extremely low, and that is the reason why these countries find it impossible to ship their agricultural traffic by any other means than that of waterways, in order to be able to compete with the traffic in the markets to which they send their goods. In regard to using the roads, that question was touched upon by Captain Shawe-Taylor, but not in a very large way. The County Councils have gone into the question of transit on the roads, but it is the duty of the County Councils to go very largely into the question of transit along the roads in order not only to compete with the railway companies, but to bring certain districts into connection with railways and canals which at the present time are not supplied by any organised system of transit. There are several districts in Ireland, ten, fifteen, or even forty miles away from railway lines. All these districts are served by road, and I think we might commend to the County Councils the question of organised transit in respect to these districts not supplied by railways or canals.

We had some difficulty a short time ago in trying to get a large coal contract given to an Irish mining company from the North Dublin Union. We had difficulty in arranging for the transit of the coal, and in order to effect our purpose we decided to inquire of traction engine owners at what rate per mile they would be prepared not only to carry the coal from Castlecomer to the Great Southern and Western Railway, for the Great Southern never saw its way to connect its line with the town, but also at what mileage rate they would bring the coal from Castlecomer to Dublin. In the same way we have sent to the different mining companies in Ireland, to ask them to quote their terms to the ports nearest to their mines, so that, if necessary, we could get the goods around by sea, and compete with the railway companies, and to make it possible to compete also with coal from England and Scotland and Wales. These are direct ways, I submit, of dealing with this question of transit. We can't bring the railway companies to work unless we get some such way of dealing with this problem of transit, and until we deal with it we can't do a great deal for the Industrial Revival. This is the first time that coal has been brought into Dublin from an Irish coal mine under the circumstances I have named, and we rejoice to have set the example, and other ways are being sought to work out similar contracts and increase the volume of Irish trade. It must be remembered that our coast line is the most favoured in the world for the number of excellent harbours it contains, and I think if at this time of day we neglect the opportunity for industrial development, and do not exert every influence we can command in its favour, and especially in the way of establishing a mercantile marine to deal especially with coasting trade, we shall be neglecting our duty.

THE RIGHT HON. THE LORD MAYOR.—My Lords, ladies and gentlemen, I don't wish that this opportunity should pass away without giving you an instance or two with regard to my knowledge of transit. I travelled one Sunday from Cork to Youghal, and in the compartment with me were three gentlemen who were particularly interested in Queenstown. I heard one gentleman remark: "I came from San Francisco, and I took a quantity of corn. I paid a shilling for loading, and a shilling for agents' fees, and a shilling for unloading in Southampton, and a shilling for agents' fees. That made four shillings. I got ten shillings per ton for bringing it from San Francisco." Another gentleman in the carriage was a merchant from Cork, and I said to him: "What would you have to pay for a ton of merchandise from Cork to Bristol?" "I would have to pay ten shillings; what the gentleman brought the ton of corn from San Francisco to Southampton for." How can you expect the farmers of Ireland to be able to send their corn to any part in England when they have to pay as much for it as the man who brought it from a place where there is such an immense quantity of it as would be represented by two miles long by six feet thick,

and it only left him six shillings a ton for the ship. One gentleman complained a while ago that he only got $3\frac{1}{2}$ per cent. on an investment on a certain railway in Ireland. If that certain railway was in sympathy with the Irish people, or in sympathy with the progress of the Irish people, would they have that state of things. They should have men in sympathy with the people, and Irishmen, to manage that railway. I don't think I am trespassing too far when I say that, because I am driven to say it. How can you expect shareholders on that railway to get more than $3\frac{1}{2}$ per cent. when it is not managed in a way that we can compete with the state of things as instanced by the examples I have given. These are not the only cases I could cite. I was once getting a consignment of ink from Dublin, and to save carriage on it from Dublin to Cork I sent it to Glasgow, as it was cheaper than the direct route from Dublin to Cork. What chance has the gentleman of getting more than $3\frac{1}{2}$ per cent. while such a state of things exists? Again, it is the same distance from Dublin to Cork as it is from Cork to Dublin. Things that are equal to the same are equal to one another, and how it is that excursionists on the railway of $3\frac{1}{2}$ per cent. will be carried from Dublin to Cork so much cheaper than from Cork to Dublin. That is occurring every other day. We have to complain of it, and what is the cause of it? To prevent these gentlemen getting more than $3\frac{1}{2}$ per cent. Unless you get the company to believe that reduced rates will induce people to travel, and reduced freights will induce people to send their goods by the line, the present state of things will continue. It is strange also that you can send goods cheaper from Dublin to Cork than you can send them from Cork to Dublin, and I would advise any gentleman having shares in the Dublin Railway Company to go to them and ask them if they want to progress, to take into consideration the industries of the country. I know a local railway in this city that charged you for going from Cork to Queenstown for a return ticket, 7d. They had such crowds going by their steamer that they thought they could make it 9d. At the time that they were charging 7d. they were paying $4\frac{1}{2}$ per cent., and the year after they raised the rate to 9d. they had $3\frac{1}{2}$ per cent. Whether or not they wanted to pull up the 1 per cent. they lost they again raised the fare to 1/-, and the following year they paid 2 per cent. Instead of in the first instance advancing the fare to 9d., what they should have done would be to make it sixpence. I mentioned this at the time to a friend of mine, who was connected with the railway, and he said: "People who want to go will do so." "Yes," said I, "and people who don't want to go will stay at home." I assure you I was telling that gentleman what was perfectly correct. During those earlier years, while the charges were moderate, there was scarcely a Sunday that I did not go to Mass at Passage, in Co. Cork. I joined the steamer, and then went across to Queenstown, and I had one of my children with me. I assure you I was not a *bona fide* traveller. The result of the raising of the fares was that the dividends went down, first to 2 per cent.

and after that to nothing, and there is no dividend in existence at the present day, and unless the railway that is paying $3\frac{1}{2}$ per cent. looks round and watches the signs of the times, they won't be even paying the $3\frac{1}{2}$ per cent.

MR. MORRIS, Kilkenny.—Mr. President, ladies and gentlemen, I heard a gentleman make a reference to the rates from Kilkenny to Cork, as regards agricultural produce. Unfortunately these complaints are frequent in such a city as Kilkenny, which is only served by one railway. The complaints generally affect the poorer people. We have heard some very eloquent speeches with regard to Denmark, and so forth. To start with, the freight from Kilkenny to London on eggs is 66/- a ton, while from Denmark it is 24/-, and from Russia, 44/-. Again, we pay from Kilkenny to Kingsbridge, 80 miles, 7/11 for barley, and you can get barley carried to Wexford from Southampton for 4/6, and the distance is 12 miles more. Chickens from Kilkenny to London are 5d. a pair in bulk. With these few remarks I don't wish to take up your time further.

MR. T. W. RUSSELL, M.P.—Mr. President, ladies and gentlemen, if I am not trespassing on the time of the Conference, I should like to say one or two words. I am not a railway director, or even a railway shareholder; but if I acted in either of these capacities, I think I could tell the Lord Mayor of Cork why it is that Dublin men get to Cork cheaper than Cork men get to Dublin. Bulk counts for something; and if Dublin sends 400 men to Cork, and Cork only 200 to Dublin, that makes the difference, so that there is something to be said for railway shareholders after all. I don't like to differ from the Lord Mayor; I have received so much kindness from him. I differ from him on this point, and there is something to be said for railway directors and railway shareholders, after all. I know a friend, a constituent of mine in the North, a large merchant who has spent many hours in pressing upon me the importance of this tremendous question. Well now, I have thought over it, and guided by what my experience is, I propose a settlement by elimination. First of all, we may get rid of the idea of State purchase of our Irish railways. The idea, I think, would be in some respects good, but would not make an ideal settlement of this difficulty. At all events you would get unity of management, and a saving of expense. But, Mr. President, we need not cry for the moon. English Consols at this moment are lower than Dutch Rentes, and people who talk about Imperial credit being able to do this, and other things, should ask the Estates Commissioners what they have got at the present moment. You can't buy railways if you have not credit. The State has not money at present to fulfil the obligations under the Land Act, which it entered into. Therefore, I eliminate State purchase of the Irish railways as a possible settlement, at the present time, of this difficulty. And Mr. President, I must go further and rule out another thing. I have been twenty years in Parliament. It is a long time, and it is

an awful way of spending one's time ; but, at all events, I have been there for twenty years, and I have heard this question discussed over and over again. I have heard all sorts of sympathetic speeches made by Governments, and Governments of both parties, but the point is, what has happened after all, and that is nothing. Why is it, ladies and gentlemen ? Inside of Parliament there is a ring of railway directors. There are other rings besides directors of railways, and the curious thing about them all is, that when any of them is getting badly used, the other ring gives its assistance, and it is a case of " Scratch me and I will scratch you." The moment the railway men get into difficulties, the shipping men come to their rescue, and so on, and so on. You may get what speeches you like from Ministers of the Crown on this question. The railway interest in Parliament—English, Scotch, and Irish—is strong enough to kill any proposal. I say that deliberately, after twenty years' experience of this question. That eliminates two things from the discussion—State purchase of the railways, and Parliament as a means of settlement. Therefore, you are face to face with railway rates. That is where you are in the end. The Iveagh-Pirie scheme has been referred to. I heard that scheme adumbrated, and I had my doubts about it ; but before I believe all that I hear about this fad, I would like an answer to some questions. Lord Iveagh and Mr. Pirrie came forward and blamed the County Councils. Let us have the facts. Let us find out what happened to that scheme, and who killed it. Let us have the facts out. Neither in Parliament nor anywhere else have we had the facts as yet. Let us have the facts, and let us have some light on the question. You have done, in my opinion, in this resolution all that can be done. There is no use in piling on the agony. We know that industries have been throttled, and gentlemen who are so shocked at the idea of an Irish Board of Guardians giving a little preference to Irish manufacture never put on mourning weeds when they find their industries throttled by railway rates, and preference given to the foreigner over the Irishman. All their indignation is kept for their own country. Might we have a little of their sympathy in this matter, for the fun of the thing. I believe this Conference has gone in the way it should go. Eliminate the State, and eliminate Parliament, and you have got to make the best terms with the monopoly, and that is a very serious undertaking to go on. Perhaps better times will come. Alderman Cole talked about canal routes and transit on roads. They are very well in their way, but you can't make canals in a day, and the railways have got their hands on the existing canals ; and then they will tell you that the roads are so bad that they can't be used for traffic. Every door is shut. It is a case of Hobson's choice. We have to deal with the railway companies and the railway directors as we find them ; and let me say this, that standing here it is very easy to make a cockshot of the railway companies. These men are in a representative capacity. They represent the shareholders. They

are not men who are greatly daring in anything ; I think that must be said for them. They feel that they are trustees of public money placed under their management, and they are afraid to take risks with that money. That is a very creditable thing, and of course if they took risks with that money and lost, what would we say about them then ? I admit they are in a difficult position, but I believe that looking at the whole history of the past, the man who dares is the man who wins. If they treated Irish commerce and Irish merchants more liberally, and more fairly, they would not find their dividends going down but going up steadily. In dealing with the question as the resolution proposes, we have done the only thing that it is wise to do.

MR. JOSEPH WALSH, Kilkenny.—Mr. President, ladies and gentlemen, as the canal question has been introduced, I will refer to the best canal in Ireland, the Bann Navigation Company's Canal. If the railway company connected Athy with Castle-comer Collieries, that splendid coal would go to the one-fourth of Ireland at least. As a proof that opposition was the life of trade, you will get a wagon of English coal to Bagnalstown, Milford or Gowran, cheaper than a man who lives in Thomastown or Ballyhale, twenty miles nearer to Waterford, because the Barrow Navigation Company can bring coal and deliver it in Goresbridge and Bagnalstown, and the railway company carry the coal cheaper in order to compete with them. If canals were opened up it would bring the railway companies to their senses, and I say so because I have personal knowledge of it. Having said so much, I beg to thank you for allowing me to speak.

MR. LUTTRELL.—Mr. President, ladies and gentlemen, I think it would be a pity that it should go forth from the Conference that the city of Belfast is not doing anything in this movement. The Secretary of the Cork Association has already said that Belfast was omitted from the programme, and the reason was that there was not an Association existing there. What are the real facts of the case ? Everybody who knows anything of the city of Belfast knows that their industry there is associated with the linen trade. Belfast is full of linen mills, and although they have not got what you call an Industrial Development Association there, to my knowledge they have an Association for the promotion of the linen manufactures, and in a great many provincial towns in England last year they have succeeded in prosecuting a great many traders, and in one case alone one retail trader was fined £100 for selling articles labelled linen when they were not linen. That movement was an All-Ireland movement. Belfast has done nobly in the past, and they had done it before the South of Ireland ever thought of doing it. They had done it to protect their own trade, and if they only obliged us by altering the name of the Linen Merchants' Protection Association to the Irish Industrial Association, we would have them in line with us at once.



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